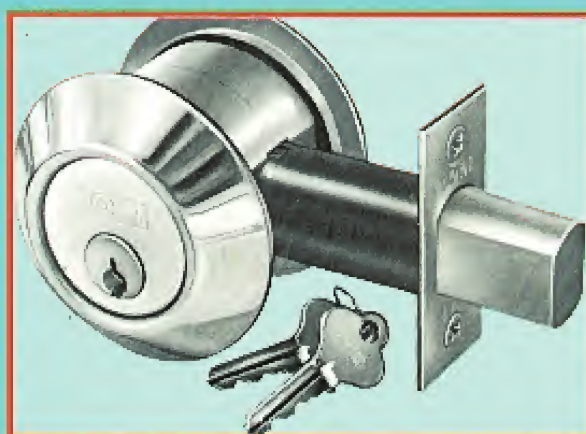
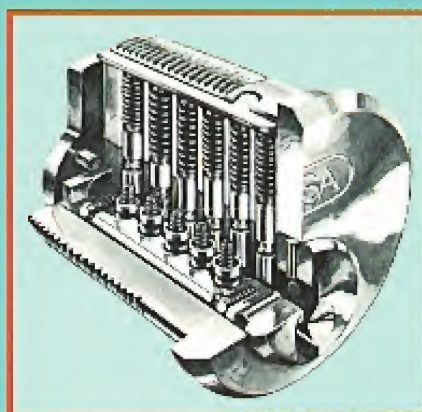
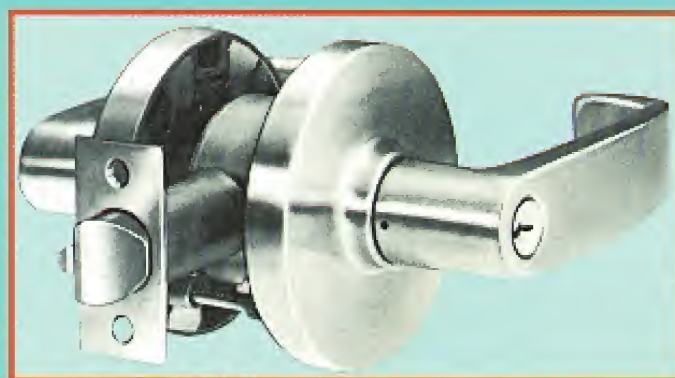
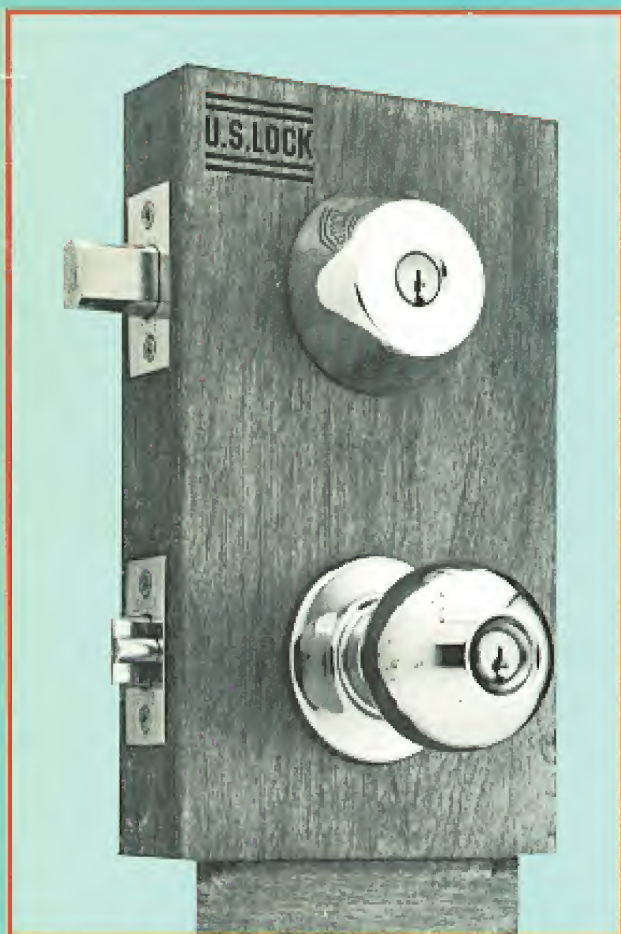


January 1990

The National Locksmith®



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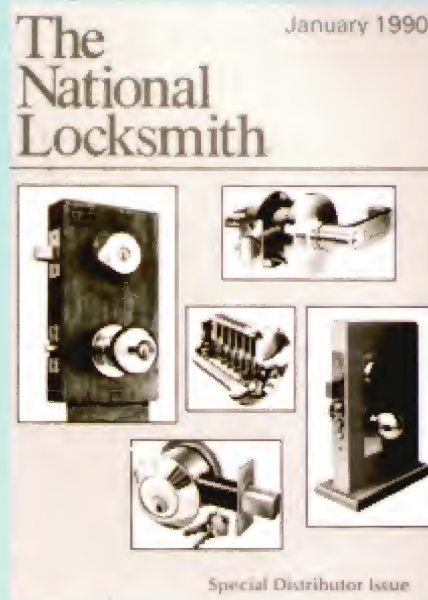
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This month's Shop Talk asks for your help in identifying an antique key machine.



On The Cover

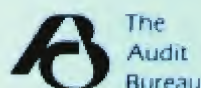
Featured on this month's cover are major product lines distributed by locksmith distributors. They are: (clockwise from top left) U.S. Lock Corp.; Sargent Mfg.; Arrow Lock; Lori Lock; and (center) ASSA, Inc. Our feature articles of locksmith distributor profiles begins on page 42.

*Click on the article
you wish to read*

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Commentary

Welcome To 1990!

As of this writing it appears that you will be receiving this January 1990 issue a little bit later than normal. But believe me, that is no fault of Managing Editor Sandy Kucharski who has been working for this magazine for the past five years. You see, Sandy has been very pregnant lately. And in the middle of this issue her baby decided it was high time to join the world.

Sandy had been working like crazy to get this issue finished in time before the baby. In fact she had put in many hours of over-time within the last few weeks. But I drew the line when she called me three hours after delivering her son, Kevin James, to tell me what needed to be done with the issue. But with the help of former Managing Editor Marian Raney and the good folks at our printer the issue was completed. Congratulations to Sandy and her new family.

Recently I had the pleasure of attending a Chicago Bears football game. I can say it was a pleasure because I got to sit up in a warm Skybox and watch the game over lunch. The game itself wasn't very good. But after the game I did have a nice surprise. I rode the elevator down from the Skybox area with none other than Ann Landers. I introduced myself and thanked her for her lovely column on locksmiths which she ran in July. You may recall Ann published my *Commentary* (I Am A Locksmith) from the April 1989 issue. Ann Landers was very gracious, and I was glad for the opportunity to shake her hand.

Well, our new decade has begun with 1990, and I guess I am still having a hard time seeing our Bears play bad football. Wasn't it just a few years ago when they won the Superbowl? And the team had a couple good years after the 1985 game. I believe there is a lesson to be learned here.

Simply because an organization performed well in the past does not insure they will always come out on top. Excellence in performance requires constant attention so that quality never diminishes. I think in this decade we should jump out of the starting blocks with the determination to keep the locksmith on top. Let's not let new technologies pass us by. Instead, let's be the *leaders* in the security field.

I think it would be a good idea if we stopped worrying so much about smaller issues such as police opening cars. Rather, let us focus on the more important issues...what is the role of the locksmith as the 21st century approaches?

For a number of decades the locksmith's main role was to sell hardware on the retail basis. As you know, much of that has gone away to the big chain stores. The 1980's saw us concentrating on the various services the locksmith offers to the public. But what should we work on during the 1990's?

I am throwing the question open to you, and I challenge you to write me with your ideas for advancing the locksmith into the 21st century. What should we accomplish during the 1990's. Don't write to me about the police and slim jims. There are bigger issues facing us. Help me identify them and we will explore those issues together. Write me with your ideas for the 1990's: Editor, *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107. Write your ideas today!



Marc Goldberg
Editor/Publisher

January 5

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and lengths. Please address your comments, praise, or criticism to: Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Reader Shares Unique Schlage Promotion

Enclosed please find a black and white photograph of a pair of earrings which belong to the bookkeeper of the organization I work for. According to



Miniature knob/escutcheon earrings.

their owner, Jane Luoma, they were given to her by her father's cousin, Loren Schmutzer approximately 30 years ago, who worked as a sales representative for Schlage Lock Company, and were a promotional item given away by Schlage. The earrings are miniatures of a knob and escutcheon produced by Schlage during that period. We thought that your readers would be

interested to see these.

Daniel H. Sealy
Oregon

Locksmith Suggests Security Survey

On every call for locksmith services we offer to do a free security survey of the premises, keeping rule number one as our top priority. Rule number one: "Weigh Life Safety Over Security."

This means, from a security standpoint, that all windows might require the installation of window bars and all door may require double cylinder deadlocks. Follow rule one and allow two unobstructed fire escape routes if at all possible, using security screens over glass panel doors instead of double cylinder deadlocks.

On every installation of double cylinder deadlocks we remind the homeowner of the fire hazard in case of emergency exit and recommend a spare key be kept near the door on a large ring that can be found in the dark, (not in sight from the exterior of building for security), hung no more than three feet off the floor and that this door be locked when the house is occupied only with the emergency key to verify its presence. Don't lock the door with the key on the key ring because they wind up on a bedroom nightstand or wherever, and in an emergency one may panic and run to the exit without the

keys and not be able to retrace their route to retrieve them. Also in case of fire, crawl to the nearest exit, retrieve the key and exit; smoke and toxic gases will hang from the ceiling to within three feet of the floor.

We also strongly advise the installation of smoke detectors. Most insurance companies will allow the home owner a rate reduction for the installation of smoke detectors, deadlocks and the presence of a fire extinguisher in the kitchen.

We recommend that our customers observe local building codes on installation of double cylinder deadlocks on new construction.

William Borner
Pennsylvania

VIN Numbers Can Be Useful

In the November issue of *The National Locksmith* (pages 104 and 105), a locksmith from Arizona had requested information on the opening of a 1987 Chrysler LeBaron.

Although I do agree on the opening procedure for this vehicle, I disagree with the statement "By the way, VIN number will not get you a code." Most major dealers maintain customer files, on their computers. If the vehicle owner is the original purchaser, the dealer can provide the codes, if provided with the proper information, which sometimes



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includes the VIN.

We have used this method many times when backed up with other runs and short on time. With the code numbers, a key can be delivered in between other runs. Files are usually maintained for a two to five year period.

This method should not be used for door openings, but there are some advantages, for replacing lost ignition and door keys, when handicapped by time.

It should also be noted that many rental car companies, can provide you with the codes in most cases when provided with the vehicle ID number (issued by the car rental company not the VIN).

Steve Wilson
Indiana

Beginner Seeks Additional Education

First of all I would like to commend you on your magazine. It has very helpful articles and the advertising is extremely valuable.

I do however, have a problem that you may be able to help me with. A few

months ago, I completed one of the more popular correspondence locksmithing courses. Although the course was a good introduction to the field of locksmith, I feel that I need more information and training in all aspects of this very broad and challenging field. I would like to know if I could get a listing of various schools, both correspondence and attended, from around the country where I could write to and get additional training.

Any assistance that you could give me would be greatly appreciated.

Robert J. Thye
Alaska

Editor's Note: You're in luck! Just check last month's Directory issue under "Schools" for complete listings.

Suggestions Offered For Format Improvement

I enjoy your magazine and have a suggestion for an improvement. I would like to see your code sections in a "tear out" format. It should have prepunched holes so that it can be put into a three ring binder and no advertising. This would be a real reference asset.

If this is too difficult or expensive,

then an alternative is to print the codes in the middle pages so that we could pull them out of the staples, punch holes and insert them into a three ring binder. This would leave the rest of the magazine intact.

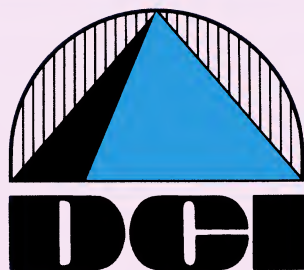
Finally, during the months without codes we could have some of the definitive articles like **steering column servicing** or the like put into the same format. Your centerfold would then become the second most sought after centerfold in the industry. Thanks for your time.

T.R. Taylor
Colorado

Car Theft Article Angers Locksmith

I'm writing in response to an article which appeared in a local newspaper on a car theft.

A Bensalem, PA Police Chief states that anyone can take locksmith lessons to learn the principles of car keys. I think this makes those of us in the field look bad in the eyes of the people in the community. I don't think you need to take locksmith lessons in order to learn how to enter a car. After all, police officers carry slim jims, etc. in their



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vehicles and they are not trained professionals.

In conclusion, I feel it's not the locksmith schools that are in the wrong, it is in fact, the tool distributing companies who distribute this equipment to anyone other than professionally trained locksmiths.

David M. Husar
Pennsylvania

Sharp Reader Comments On July 1989 Issue

This letter almost did not get written, because my suggestions seem so obvious and I thought you will probably get inundated with identical letters. But, I decided to take the opportunity to let you know how much I have enjoyed *The National Locksmith* for the years I have been subscribing. The injection of modicum of levity into what can easily become very dry reading subject matter makes for very easy, and informative reading.

The following comments are about the July 1989 issue. Page 47, the caption for illustration two is reversed. The deadlocking latch is on the right. Did they reverse the photo?

Pages 166-167, Cy Rollins' question in *Shop Talk* about getting the dead-bolt flush in the edge of a steel door with the seam in the middle, made me think of another idea. My solution has always been to use a drive in bolt. My supplier, Clark Security Products, does not charge extra to order Kwikset deadbolts this way. I use these on all doors with a metal edge, a much quicker, cheaper and simpler solution than the answer given or the "Squeeze Play." I would never had a call back due to a problem with this installation. Am I missing something?

Jon M. McKenzie
Colorado

Reader Objects To Remote Call Forwarding

This is something that you might find interesting. The Yellow Pages has a let a company use remote call forwarding to give the impression that they are a local lock shop but instead are remote call forwarding numbers with false and in some cases non-existing addresses. All the numbers are answered by one man who then calls in a subcontractor to do the work so

not only does the public not get the local person they think but not even a person who works directly for the company they called.

Through research locally, I have found one company doing business under several different names and addresses in different towns. All the phone numbers are through remote call forwarding that both the Yellow pages and the phone company will not list other than where their termination point is not their false addresses.

If you know of any law or of a way to fight this please let me know. I also have a locksmith that set up a phone in a bar two blocks from me and is using call forwarding to give the poeple the impression he is me. Help.

Joel P. Berkowitz
New York



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Canada Lock Products

"A locksmith here might be called to install a Schlage lock one day and a Chubb lever lock the next. There is a wide diversity of hardware in use in Canada."

by Marc Goldberg

The day got off on kind of rough footing. My alarm had the nerve to wake me abruptly at 4:15 a.m., well before first light. I had to hustle to make the 6:45 a.m. flight leaving O'Hare for Toronto. The car was frigid from sitting out all night in the twenty degree air. I finally warmed up some as I pulled into the airport.

The flight went quickly and I passed through Canadian customs in just a few minutes. Waiting for me beyond the custom's gate was Steve Dyson, General Manager of Canada Lock Products. I had come to Toronto to tour their facilities and do a write-up on the company.

Steve saw to it that I didn't stay warm for long. Toronto was a blustery ten degrees or so. And I got well acquainted with the third, fourth, fifth and sixth floors of the parking garage as Steve and I hunted for his car. (It must have moved itself after he parked it.)

Canada Lock Products is an LSDA company and has been so since 1978. The company has a long history, though, having begun in 1934 as N. Saginur & Company. Nick Saginur, the founder was one of the first wholesalers of locks and locksmith supplies in Toronto. In 1978 the company consisted of four employees in a rather small location. Today, 23 employees work in a 22,000 square foot facility, brimming with inventory, computers and offices.

From this location, Canada Lock Products ships products to its customer base throughout the country. Approximately 6,000 separate line items are carried in inventory made by over 100 different manufacturers. Also in stock is the LSDA house brand of products. In fact, the stock is perhaps the most impressive feature at Canada Lock Products. Yards and yards of shelving contain boxes and boxes of



The management team includes (from head of table then clockwise): President Jack Laufer, General Manager Steve Dyson, Sales Manager Steve Wittenberg and Operations Manager Frank Gregoire.

deadbolts, knoblocks, key blanks, pins, tools, machines, key cabinets... The list goes on and on.

"We maintain over \$1,000,000 in inventory," notes Steve Dyson, "We carry this level of stock so we can provide the service and the high ship-rate that our customers demand." In fact, the company boasts roughly a 92 percent fill-rate on orders.

Depth of stock is important to the distributor, as is their commitment to servicing the total needs of their customers. "We want to offer the best service in Canada, coast to coast," says Steve "Witty" Wittenberg, Sales Manager. He continues, "For us, good service at competitive pricing is a must. Plus we pride ourselves on having a knowledgeable inside sales staff."

Operations Manager Frank Gregoire stresses, "Our job really is to help our customers make more money and to be more profitable." Company programs exist to help further this aim. On April 8, 1990, the wholesaler will hold their fourth annual Dealer Buying Show.

This convention will again feature an emphasis on product knowledge and training seminars. Last year, over 30 exhibitors and 500 attendees got together to share information and ideas. The location for the 1990 show will be the Toronto Airport Hilton.

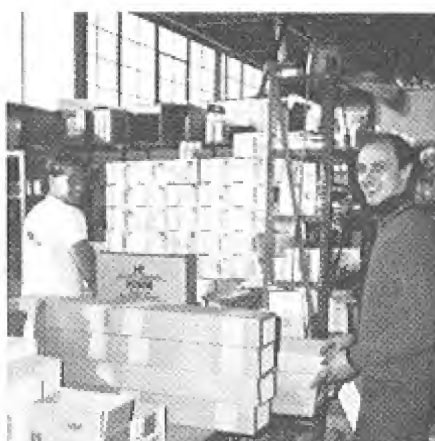
Although Canada shares many similarities with the United States, Canadians are fiercely proud of their independent nation. The country's entire population numbers only 25 million. Still, many locksmith operations are similar to those operated by their American cousins. However, Canadian locksmiths must contend with a much larger and more diverse pool of products. Since Canada imports products from all over the world, a locksmith here may be called one day to install a Schlage lock, the next he may be working on a Chubb lever lock.

This is another reason why Canada Lock Products concentrates heavily on inventory. Dyson says, "Our large stock is in place so that we can act as the inventory for the locksmith. This

reduces their need to carry large supplies of various items since they can draw from our shelves."

Besides the energetic, devoted staff, perhaps the heart of Canada Lock Products is their sophisticated computer system. It is fully automated and in seconds can produce all information vital to the locksmith. When taking an order, the sales representative has access to availability, quantity in stock, pricing, and more. Plus the status of special orders and the occasional back order can be quickly checked.

Once the order is called in by the locksmith, the inside sales person writes it up, checking stock and suggesting specials or substitutes where appropriate. The order entry department then punches the order into the system. Within seconds, the entire order is automatically printed out in the warehouse on a high speed printer. As the picking tickets come off the printer, the warehouse staff swiftly processes the order. It is then boxed up for shipping or taken to the pick up counter if the customer is waiting. Also, during this process each order is carefully checked to help avoid errors. Orders phoned in by 3 p.m. are usually shipped out that same day.



Brian and Peter pack orders for speedy delivery to the locksmith.

Customers are encouraged to call ahead for pick up orders. That way their material will be waiting for their arrival, saving the locksmith's valuable time. In this bustling city of 2.5 million people, time is important to the locksmith.

Summing up the company's goals, Dyson says, "Canada Lock Products has always been in the forefront of technology. We want to place more and newer products into the hands of the locksmith to make us both more profitable. We want to take the locksmith into the 1990's with electronic



City Wide Locksmiths, a good account, run a very well designed shop.

security products. Our inventory reflects these commitments. We offer a full package of products to meet the needs of the future."

Canada Lock Products may have been around for many years now. But the young staff is determined to move forward with the times. For more information, contact: Canada Lock Products, 70 Floral Parkway, Toronto, Ont. M6L 2C1, (416) 248-LOCK. ■

1989 Technitip Winners!

Patty McCandless of Arkansas has won First Prize for the best tip of the year, for her April Technitip on removing roll pins. Her safety suggestions should be practiced by all of us. Congratulations, Patty, I am sure you will make good use of your new HPC 1200CM Code Machine.

Arnold Heidemann of Illinois has won Second Prize for his August Technitip on how to make a tubular key decoder on a Belsaw 200 key machine. Congratulations Arnold, the ESP 990 key duplicator is yours.

Jim Alford of California has won Third Prize for his June car opening tip. Though "under the glass tools" are in vogue, there are some autos that are even easier to open with this tool. Jim, the KD94 tubular key duplicator will be a handy addition to your bench.

Tom Spangler of Oregon has won Fourth Prize for his October tip on making a lighted grabber-tool car opener. He has won the Belsaw 200 key machine.

R. Lazich of Wisconsin has won Fifth Prize for his March tip on removing Weiser key in knob cylinders without removing the lockset from the door. I'm sure the HPC 9160 Simplex duplicator will be put to good use.

Ray Lutz of Ohio has won Sixth Prize for his February tip on reversing the gear and pinion type emergency exit devices. Ray has won a \$150.00 cash prize.

William O'Dwyer of Connecticut has won Seventh Prize for his August tip on recalibrating hand change safe wheels. The complete three volume set of General Code Books from *The National Locksmith* are your prize.

R.C. Womack has won Eighth Prize for his January Technitip on making a clip removal tool. Enjoy the three volume Padlock Code Book set from *The National Locksmith*.

Larry Schaffer of New Jersey has won Ninth Prize for his July foreign automotive service tip. Your prize is the Foreign Auto Code Book set from *The National Locksmith*.

1990 Prizes Announced Next Month!

Prizes for 1990 will include great key machines from HPC, Silca, Belsaw, ESP, as well as cash, code books, and much more. Remember all this will be announced next month. Plus, as usual, every tip published in *The National Locksmith* wins a prize. It's so much easier than you think to win. Just send us your Tips and you'll see!

Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Robert Sieveking

This month's Technitips are truly original, reflecting the highest standards of professionalism in the trade. "Well done," to all those locksmiths that have had their Technitips printed during the past year, and congratulations to all those that find their tips in this month's column. January brings the 1989 Technitip contest to a close, and heralds the beginning of a new year of ideas and competition. 1990 promises to be a fantastic year for us at The National Locksmith. I hope your projections are as rosy. This month's Technitip winner is Larry Mazelli, for his Technitip concerning the repair of stripped mortise cylinder retaining screws.

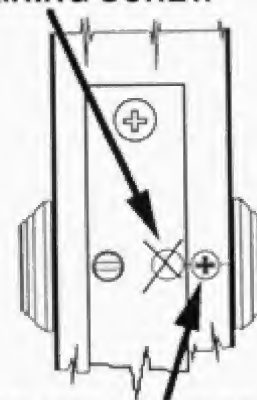
January's Best Tip

This technitip concerns an emergency repair for stripped out mor-

tise cylinder retaining screws. Recently, I had to repair a mortise lock that had been damaged/ repaired by a home handy-person. (Or, is that repaired/ruined?) The "Do-it-Yourself Home Handy-Persons Guide" was pushed up against the inside of the front door, performing the more useful function of "door stop." Somehow the mortise cylinder retaining screw had disassembled itself from the lock case and became lost. The problem was increased by the handy person who enlarged the hole to accommodate a self-tapping sheet metal screw. All traces of threads in the hole had been destroyed. Now that's a stripped hole. Faced with the need to fasten the cylinder in the lock case, I came up with two solutions that would allow the lock to be repaired.

The first solution was to drill and countersink a pilot hole beside the stripped cylinder retaining screw, as you can see in illustration one. Using a wood screw that will be long enough to touch the cylinder, screw it into the pilot hole. The screw should then be backed out and the tip dressed to a blunt point, that will

STRIPPED CYLINDER RETAINING SCREW



WOOD SCREW USED
TO RETAIN CYLINDER

Illustration 1

engage the recessed groove in the side of the cylinder when the cylinder is installed into the lock case. If the groove does not run the length of the cylinder, install the cylinder into the lock and, using the pilot hole as a guide, drill a very shallow hole into the side of the mortise cylinder.

The lock can then be assembled into the door and the wood screw

How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to *The National Locksmith*. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will **not be eligible!** So get busy and send in your tips today! You may win cash, merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1990? Enter today! It's a lot easier than you think!

Every Tip Wins 'Locksmith Bucks!'

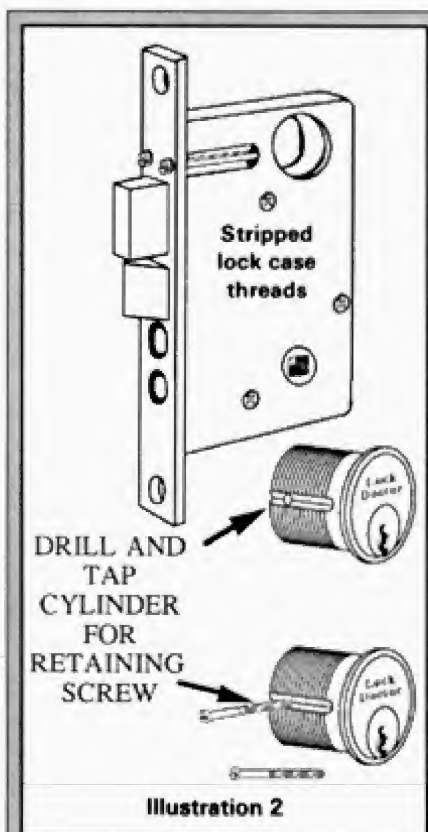
Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the annual prizes.

tightened into the edge of the door to retain the cylinder. This method will work on thick doors only. Doors less than $1\frac{3}{4}$ ", or doors which have less than $\frac{1}{2}$ " of wood on either side of the lock case, should not be modified using this method.

The second solution to the stripped screws or threads in a lock case is to drill and tap a hole in the lock cylinder to accept a retaining screw. Illustration two shows a mortise lock case that has a stripped or otherwise ruined hole in the lock case lid. A very satisfactory method of repairing the lock would be to install the lock in the door and the mortise cylinder into the lock case. Screw the mortise cylinder into the case and test the lock for proper operation. When you are satisfied that the cylinder is properly adjusted, drill a shallow pilot hole into the side of the lock cylinder using the stripped lock case screw hole as a drill guide. Remove the cylinder from the lock case and drill and tap a hole in the side of the mortise cylinder, at the location determined by the pilot hole. This will guarantee that the hole is in exactly the right location



to allow the lock to function properly. In most cases, the tap size will be #8-32. Screw the mortise cylinder into the lock case and install a new

#8-32 screw into the cylinder from the edge of the door, through the stripped hole in the lock case. This method of retaining the cylinder is much stronger than the round nose set screw, and is nearly impossible to wrench out of the door.

If you are repairing an Adams Rite style lock, this method is superior to original equipment.

If you are repairing a lock that has the large cylinder threads stripped or damaged, use a flat head machine screw, and countersink the edge hole in the lock case. The screw will draw the lock cylinder tight, even with damaged cylinder threads.

Larry Mazzelli
New York

If you've ever removed the swing-away lock cylinder cover from the trunk lid of a late model Buick, Cadillac or Oldsmobile, you'll remember the special pop rivets used to attach the decorative spring cover assembly to the deck lid. It seems that if the body of the rivet is the right diameter to attach the thing, the head of the rivet is too large to fit into the special recesses. If the



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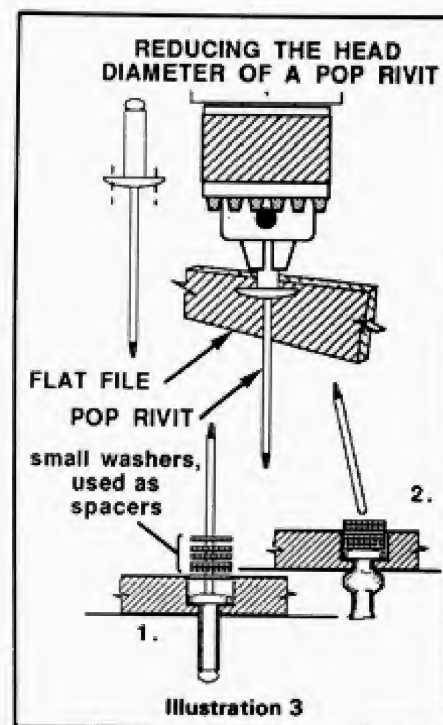
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head of the rivet is small enough to fit into the recesses, the body diameter is too small to grip. My Technitip is for the modification of a standard pop rivet to fit the countersunk holes of the spring cover assembly.

Choose a pop rivet of the correct body diameter to grip the predrilled holes in the deck lid. Chuck the rivet up in your electric drill motor, as you see in illustration three, and reduce the diameter of the rivet head by holding a flat file against the rim of the rivet as you run the drill. Use aluminum rivets, as they file easier and will not rust or

discolor the trim.

Because the head of the rivet is depressed below the surface, as you see in the illustration, you will need to space the head of the rivet away from the pop rivet tool if you are to draw the assembly tight to the deck lid. A stack of small washers on the rivet head will space the nose of the pop rivet tool away from the head of the rivet, and allow you to draw the rivet into the bottom of the countersunk hole without marring the lock cover assembly. This method makes a nice neat looking job.



Thomas Rucker
Ohio

This Technitip will be of value to those readers who have discovered that the HPC 1200 code machine does not yet have a code card for the Mitsubishi Fuso Trucks. The code series 8100-9113 can be found in *The National Locksmith Foreign Code Book, Volume 2*, page 482. The problem here is that there is no code card listing for the HPC 1200 code machine. This can be a real problem, as the key is gauged from the tip, and the micrometer card for the 1200 machine is only calibrated from the shoulder. I discovered that the Mazda card, XF64 has the correct space and depth markings for this key. The only modification that needs to be made, is that the eighth space (at .122) must be added to the card.

This tidbit of information may help some other locksmith out of a perplexing situation.

Vern Biscoe
Maryland

This Technitip is for those that have a hard time keeping their safe change keys straight. It can be a little hard to remember which key is correct for each particular safe, making you hunt around in your kit for the correct key if they all look nearly alike. If you'll take a few minutes to paint the unused end of the keys different colors, you'll end your confusion and be able to choose the correct key immediately. Tape a key to your color code inside your tool kit.

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As you change the combination on an office or chain store safe, don't explain everything to the manager, just because he's a friendly sort. If anything, explain the necessity of having a qualified safe man do his safe changes. Change the combination in such a way as to keep some "confidentiality" in the trade. Use one change key to change the existing combination to a stock (20-50-25) combination, and use a separate key to install a new combination.

A little explanation of the importance of keeping the two keys straight or how the second key is just a little different than the first, or maybe of the dangers of changing the combinations using only one key will bring out an occasional "spare" change key from a desk drawer or pocket. "Can you tell me which key I have here?" I've looked at a few change keys, and you know the customer never seems to have the right one for his lock. "I don't know where all those odd keys come from."

Do all the necessary checks: 1) Check the security of the relock triggers and devices. 2) Lubricate the door bolts and clean out the lower bolt sockets. 3) Check lock mounting and case cover screws for tightness. 4) Check the operation of the new combination at least three times. 5) Have the customer work the new combination at least twice. 6) Caution the customer not to spin the dial when working or scrambling the combination. 7) Explain that the work is guaranteed. If they have any trouble with the lock or the new combination, leave the safe open and call immediately.

Oh, and don't forget to collect your bill.

William O'Dwyer
Connecticut

This tip is for those that make their own car opening tools. A good source for spring steel rod is the solid antennas found on late model autos, in scrap yards. Auto salvage yards are full of them, and most will sell them at a very minimal cost. The stainless material does not rust or corrode, and the spring steel holds its shape better than most other materials. Use only those antennas that are not tapered.

George T. Miracle
Kentucky

As a former "Technitipster" to your magazine, I decided to start the new year off right, by submitting a Technitip that I have found useful on a number of occasions.

Many times the edge of a semi-hollow core door is split or damaged, causing the latch bolt screws to lose their grip. Once the screw hole is stripped out, the only solution is to install longer or larger screws to attach the latch bolt in the edge of the door. The vertical edges of some less expensive doors is sometimes only $\frac{3}{4}$ " thick, and the internal door build up (reinforcing block at the knob location) is of such soft or loose composition material that the longer screws soon lose their grip and pull out just as before.

The ideal solution for this problem

would be to replace the door with one of a more substantial material and construction. If this were not possible, an external door support, like a Mag reinforcer or Don-Jo door support could be used to repair the existing door. Many times, because of the door's location, the customer feels that the metal reinforcer would not be appropriate. I have another solution that is considerably less expensive, very neary as strong and is not as obvious.

The job takes about 15 minutes, using a "salvaged" deadbolt strike and two 8-32 flat head machine screws or

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stove bolts (8-32 x 2½"). (See illustration 4.) Drill the edge of the door to

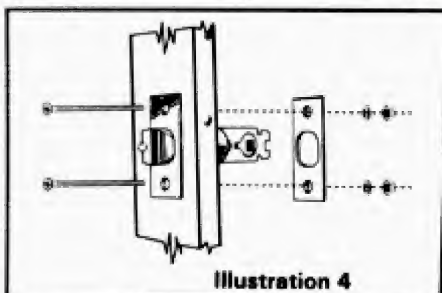


Illustration 4

accommodate the machine screws and file the inside of the salvaged deadbolt strike to fit over the "back" of the latch bolt. Assemble the latch bolt and machine screws into the edge of the door and slip the modified strike over the back of the latch bolt from the inside of the door. Use lock washers with the nuts, on the inside of the door, to prevent the screws from loosening. Tighten the screws from the edge of the door to sandwich the latch face and strike securely to the door. Though it may not be the universal fix-all for broken doors, this repair tip can be modified to fit a number of different door problems.

Jim Young
Florida

This Technitip is for an improved plug follower and clip ring removal tool. I was impressed with the Womack tool you printed in the January Technitips column, so I set about making one. With a little consideration, I decided that if the tool handle were made of ½" brass tubing, the kind sold in 12" lengths in most large model shops, it would be twice as handy. Use the clip ring tool end to remove the spring clip from a Kwikset or Arrow cylinder, flip the tool around and follow out the plug. This eliminates laying one tool down and picking up the other, so it saves time in recombining cylinders. Only one tool is required to disassemble the cylinder, so it reduces the number of tools on the bench. The clip ring tool is always where I need it, so it saves time spent looking for it.

The clip ring tool shown in illustration five, was made from a piece of hacksaw blade. It was mounted into the end of the tubing by plugging the tube with a wad of paper and filling around the clip tool with a J-B weld epoxy. After the J-B weld has cured, the clip tool will never come loose. A short ring of brass tubing, one size larger than the ½" size was J-B welded at the clip tool end of the follower to

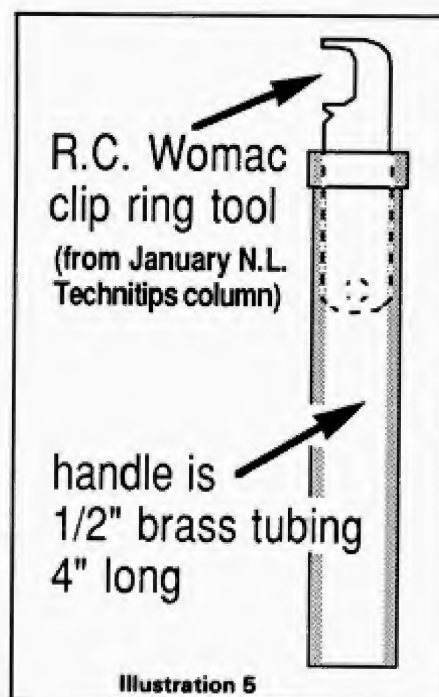


Illustration 5

prevent the lock cylinder from slipping off the end.

When recombining Arrow and Schlage knob cylinders, where there is a possibility of reversing the cylinder or installing the plug into the cylinder backwards, the collar completely eliminates any chance of this mistake.

I'm sure that other locksmiths will



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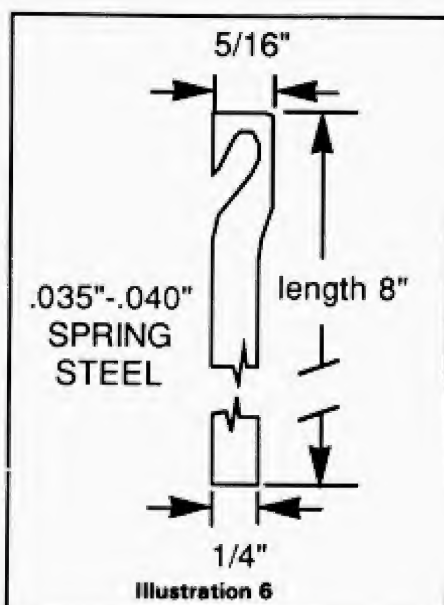
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find this tool as handy as I have.

Robert Purdy
California

This is a Technitip for an under handle tool to open the vertical button Ford autos. The tool made from .040" thick clock spring material, is shown in illustration six. Its total length is eight inches. Caution: do not make the inside of the hook too large. The inside of the



hook should taper slightly, so as to grip the rod as the rod moves deeper into the hook.

To use the tool, insert through the rear hole of the pull-up handle of the Ford auto. Hook the button rod and pull up to unlock the door.

Greg Modders
Michigan

This Technitip concerns a nifty way of covering the repaired holes in a safe door, without having to repaint the door.

Recently I had to open two Melink insulated Fire safes. Both safes had the same problem. The shear pin on the cam plate was sheared, allowing the handle to rotate freely, without retracting the door bolts. The doors were drilled and removed to the shop for repair. The holes in the doors were properly welded and the insulation material replaced with a suitable insulation repair material, but the plastic trim plates needed to be repaired. It is very nearly impossible to repair a piece of plastic satisfactorily, and I didn't have time to wait for parts to be sent from the factory. I chose to replace and cover the trim plates with engraver's

plastic.

The "Gravoply" material by New Hermes is ideal for making trim plates around the handle and/or dial ring of a safe. The material can easily be cut to size with a plexiglass cutter and drilled, filed or shaped as necessary, allowing the safe to be placed back in service the same day. The new trim plate is attached to the face of the door with special high-strength double-face tape. This tip can be used on any safe, to cover hole repairs or welding scars without painting the door.

Trim plates around the dial ring, like the one shown in illustration seven, engraved with your shop name, could be a nice advertisement/cover up.

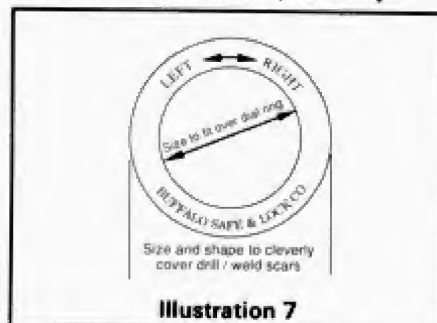


Illustration 7

John Blando
New York



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Newsmakers

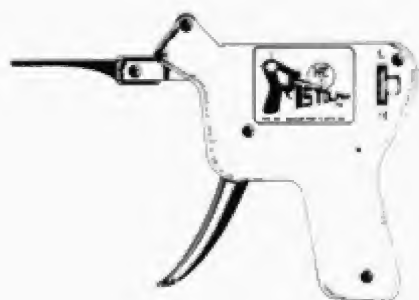
New Products and Industry News

HPC, Inc. Presents New Pistolpick™

HPC's new Pistolpick™ has been designed and engineered with the locksmith in mind. This tool will pick pin tumbler and disc tumbler locks with ease. All parts, including the main housing are black nickel plated cold rolled steel for protection against rust, and provides an attractive high quality true pistol finish.

Should your Pistolpick™ ever need service, there is no need to send it back to the manufacturer. It can be opened with a screwdriver and all moving parts can be easily replaced (parts can be ordered through our HPC Service Center).

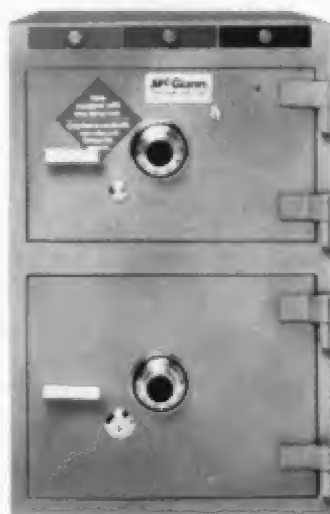
The HPC Pistolpick comes complete with picks and tension tool. An optional black leather holster is also available.



Cash Control Safe Announced By McGunn

A proven effective Cash Handler III safe system designed to deter employee theft and armed robbery is available from McGunn Safe Company of Chicago, IL.

The Cash Handler III uses a color coded system of three separate shift envelopes, drop slots and canisters. For robbery resistance, it has a time delay, key and changeable combination locks. Designed for under-counter use, the fish-resistant Cash Handler III has an upper compartment for cash drops and a lower compartment for change bags and lottery ticket storage.



Briggs & Statton Supplies GM Key Covers

Bubble packed GM key covers are now available from Briggs & Statton Technologies. The covers slip on easily over standard GM keys and come in four covers for easy key identification.

These covers are an inexpensive and high profit item for the locksmith. They are packaged in attractive see-through bubble packages.



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American Lock & Supply Trade Show Scheduled

The American Security Show '90, Anaheim-based American Lock & Supply, Inc.'s 18th annual trade show, will be held Sunday, April 1, 1990 at the Disneyland Hotel, Anaheim, CA.

Over 3,000 security industry workers have attended each of the previous three years' show. More than 100 security products manufacturers will showcase their goods again in 1990.

This year's event will expand its emphasis on education and training through seminars and classes. Besides providing product information clinics, the focus of many of this year's seminars will be on business management and financial planning.

Corby Releases 1990 Glamour Calendar

For the second year in a row, Corby Industries has announced the release of their popular Glamour Calendar. The Allentown based company is currently shipping over 50,000 copies to distributors and installers across the United



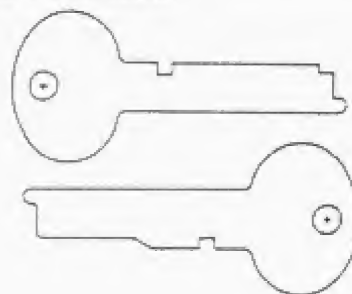
States and throughout the world. Company president Glenn Matz said, "Last year 50,000 copies weren't enough, this year we expect to go through 100,000."

The 16 month calendar is a 18" x 11" high-gloss piece of paper, and is suitable for framing.

New Key Blanks By Precision Products

Precision Products introduces the P96s and the P60s key blanks. These safe deposit keys are made for the Precision P40 series of safe deposit locks. They are made of high quality nickel silver and are stamped with the shelf (throat) cut in them. The shelf cut key blank does not have to be repositioned in the key machine when cutting.

The P96s and the P60s join the MO-1S (Mosler replacement) as innovations from the Precision key division. Precision has an extensive list of available keys in various thickness and designs. The P96s and P60s join the full line of 96 and 60 type key blanks. The P96s and P60s also replace keys for the S & G 4440 series.



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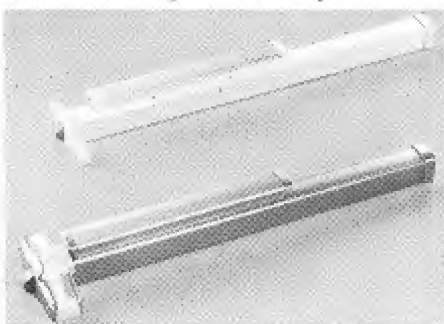
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Von Duprin Introduces New "Smooth" Versions

Von Duprin, Inc. has introduced two new exit device models featuring smooth extrusion surfaces to complement the familiar Von Duprin fluted design. Designated the 35 and 98 Series, the new models are identical mechanically to the firm's proven 33 and 99 Series push pad devices. They are also identical dimensionally, but are manufactured using extrusions that have a smooth configuration instead of the fluted or rippled appearance of the existing series devices.

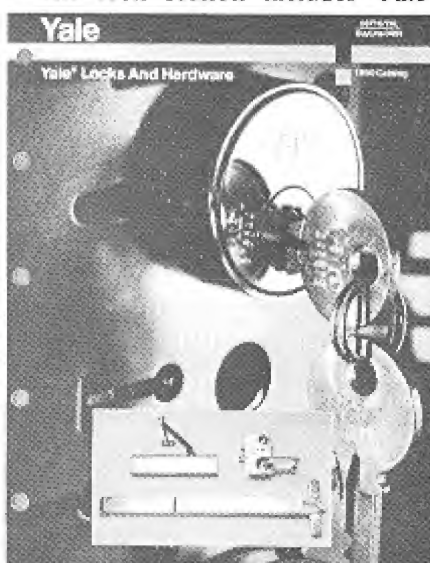
The company states that the new 35 and 98 Series devices were introduced to expand the variety of choices available to the design community.



Yale® Introduces New Locks Hardware Catalog

The new, 28-page Locks and Hardware catalog from Yale®, a division of Yale Security Inc., highlights the company's complete line of locks, trim, exit devices and door closers. The brochure details product features and finishes and provides technical and application information on each of these product lines.

The lock section includes Yale's



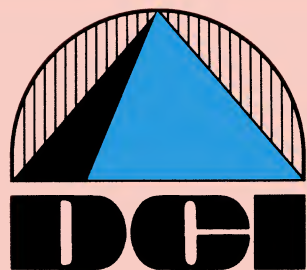
mortise, cylindrical and electrified locksets, auxiliary deadlocks, padlocks, surface-mounted boltlocks, locks for narrow stile doors and locks with interchangeable cores. A special section on Yale's management systems is also included.

ESP Improves Keyboard Display

ESP Corporation has announced an improvement to the No. KB-1 Flat Key Display Board, part of the No. KBA-1 flat keyboard display package.

The new KB-1 now includes a sturdy easel that can be used if desired to allow the display board to be free-standing as well as hung on a wall. The eye-catching display features 100 hooks to accommodate the 500 piece AST-1 key assortment.

ESP has also upgraded the No. AST-1 key assortment for this display to include the latest domestic auto blanks added to the ESP line: B63, B64, H54, and Y154.



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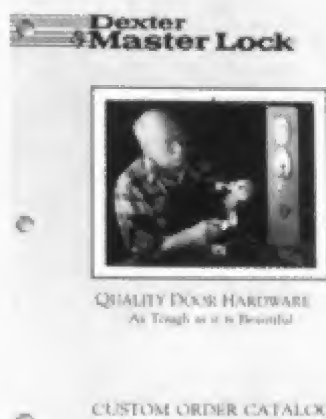
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Custom-Order Catalog Sells Dexter Hardware

You can offer consumers the full line of Dexter by Master Lock door hardware without investing in extensive inventory with the Dexter Custom Order Catalog.

The catalog walks consumers through the door hardware selection process with simple, easy-to-read instructions.

Comprehensive information about styles, finishes, security levels and accessories is included in the catalog, and by removing selected pages from the book, retailers can customize it to offer only those door hardware products that are popular in their region of the country. After consumers make their selections, orders are placed through a local Dexter distributor.



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The Marine Lock From American Lock Co.

Dubbed "The Marine Lock," the 1205 MCC is the newest addition to American Lock's Weatherbuilt line. Engineered to provide maximum resistance to moisture and corrosion, the new lock fills a specialty niche in markets located on the ocean or in lake, stream, and river environments frequented by large numbers of boaters or outdoorsmen.

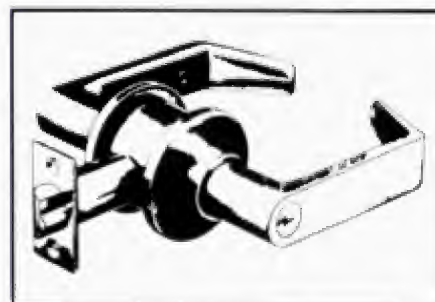
Body width is 1 3/4"; shackle diameter is 5/16"; and shackle clearance is 1 1/4".



TACO Offers Variety Of Commercial Locks

Tans-Atlantic Company is proud to announce the availability of a wide assortment of commercial grade door locks and deadbolts that are adaptable for use with the Lori 22 variable popular commercial keyways.

Assortments include fully cylindrical ANSI Grade One and ANSI Grade Two models with levers and ball knobs.



Primus By Schlage

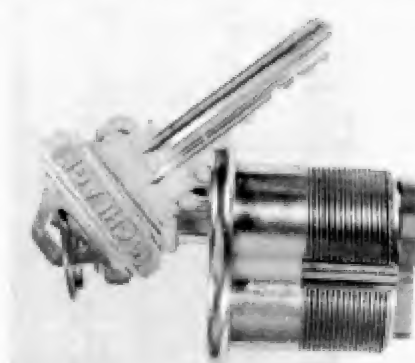
"Primus opens a new door to security flexibility high. Any lock within a Schlage system on a C,E,F, or G keyway can be converted to Primus and remain in the master systems."

by Robert Sieveking

The "independent" locksmith, because of his knowledge of the end users needs, is able to advise his customers as to the best, least expensive or most effective methods of achieving the desired level of security. With this in mind, you should be aware of the Primus system by Schlage.

Flexibility. Primus opens a new door to high security flexibility. It is a very carefully conceived system of high security cylinders in the locks that require the higher level of security. All other cylinders in the system can be standard Schlage cylinders using the "C, E, F or G" keyway. (Schlage is still perfecting the Primus function for the restricted or numbered keyways.) Any lock within

a Schlage system that is presently on a "C, E, F or G" keyway, can be converted to Primus, and remain within the master system. *There is no need to replace every cylinder within a system,*



1. Primus mortise cylinder.

to achieve the high security function on only a few doors.

The lock cylinder shown in photograph one is a Primus mortise cylinder. Though the cylinder and its key may look very much like any other Schlage lock cylinder, photograph two reveals "the rest of the story." The plug of the cylinder is drilled as a fairly straightforward six pin tumbler plug. The Primus high security function is in the second row of pins which act on the profile cut, shown in the side of the key. Special "finger pins" follow the side profile of the key. Solving the sidebar function of the lock, allows the sidebar to be forced in and the plug to be turned. Let's look more closely at the components of this lock, to better

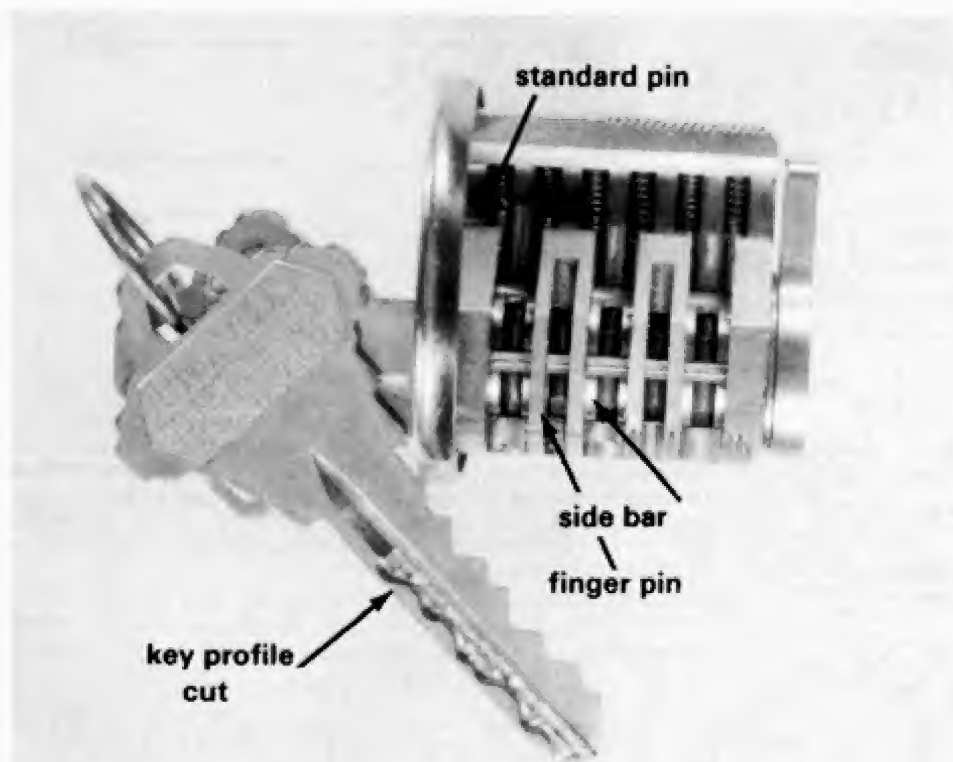


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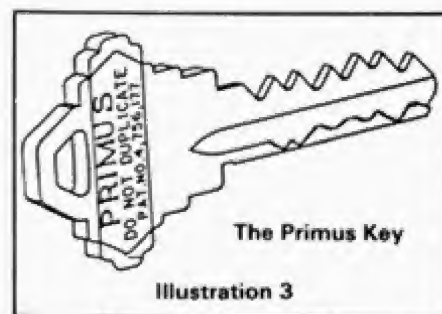


2. Note differences that make the Primus cylinder "high security."

understand the functions of the components and the principles they use.

The key. The Primus key (see illustration 3) is shaped exactly like any Schlage paracentric key. The head shape

clearly identifies it as Schlage. The key section that I was given for this article was designed to enter a standard "C" keyway, which will allow me to combine a standard Schlage cylinder to



operate on the paracentric bitting of the Primus key. The keyway of the Primus cylinder, however, is designed so that it will *not* accept or pass a standard "C" key. This affords us some very interesting keying possibilities as we build higher security into our existing masterkey systems.

An existing masterkey system can add Primus cylinders in the critical areas, without changing the mastering of any other cylinders in the system. Only persons authorized access to the high security areas are issued Primus keys. All other keys remain the same. If the Primus key carrier (person) was authorized to have a master key, the master bitting is cut, over a Primus blank. The new key continues to operate all cylinders in the system, as before, with the addition of the high security

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cylinders. The master bitting, cut over a standard blank, will not enter the Primus plug or operate the cylinder.

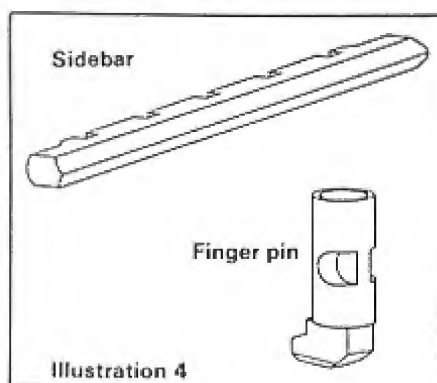
The Primus blank is manufactured with a clear admonition "Do Not Duplicate" emblazoned on the head of the key. Schlage assures us that they will vigorously defend the system patents in the courts.

One more point of security, concerning the Primus blank that may not be completely obvious is its uniqueness, without being a complete departure from existing technology. Other high security cylinders depend on the keyway profile as a primary deterrent to key duplication. It may be found, that if a blank passes the keyway of a high security lock, it can be cut to operate the lock. Nothing new about that. Thin blanks, and skeleton profiles have long been made, that will pass any number of specialty keyways. No shops to my knowledge would engage in such practices, but the unlawful fabrication of high security keys is a real consideration. The side milling of the Primus blank creates its uniqueness.

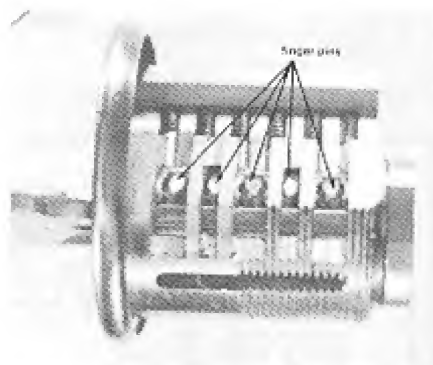
The side milling of the key blanks is done at the factory, and is unique to each shop and each hardware dealer. In the higher levels of security, the bitting

combination for the side milling may even be unique to the end user. It is my understanding that each of the five finger pins can have two possible cut depths and any of three possible positions. (There are six different finger pins listed.)

Sidebar and finger pins. The sidebar and finger pins shown in illustration four form the heart of the Primus high security cylinder. The finger pins, riding in the side milling of the Primus key, move up and down and twist as the key is inserted into the lock. With the proper key, fully inserted into the cylinder, the finger pins will find a level and be held at the correct angle to allow the sidebar notches to slip over the saddles in the finger pins.



Photograph five shows the key inserted into a Primus cylinder and the plug turned so that we can see the bottom of the finger pins. Notice that each of the five pins is turned either left, right or center. When in the locked condition, the sidebar is held in the extended position by two small coil springs, nested under each end of the sidebar. The angled shape of the sidebar, causes it to move into and try the finger pins, as the plug is rotated.



5. Key inserted in cylinder. Note the finger pins.

The sidebar concept, and the twisting action of the pins make picking this lock extremely difficult. Though picking may not be totally impossible, I'll guarantee you that it will be highly



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impractical.

The lock plug. The lock plug, shown in illustration six, is very much like other high security sidebar lock configurations. As you can see from the drawing, the plug is milled to accept the

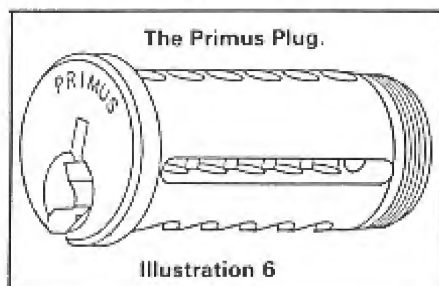


Illustration 6

sidebar and sidebar springs from the side. Notice that the pin holes for the finger pins are blind drilled into the plug. (This means that the holes do not go completely through the plug.) Unlike other locking systems that use the twisting action of the pins as a part of their locking principle, the Primus sidebar acts only on the finger parts. The combining pins of the lock are, for the most part, standard pins. (You will need special combining pins in Primus U.L. rated cylinders, for added drill resistance.) As you can see, there are two completely independent locking systems in the lock plug, that act on

the Primus key.

Loading the finger pins. Though the cylinder seems a little complicated at first, it can be combined in a matter of minutes, with only the special plug holder, after a little practice. Refer to illustration seven as we assemble the plug of a Primus cylinder.

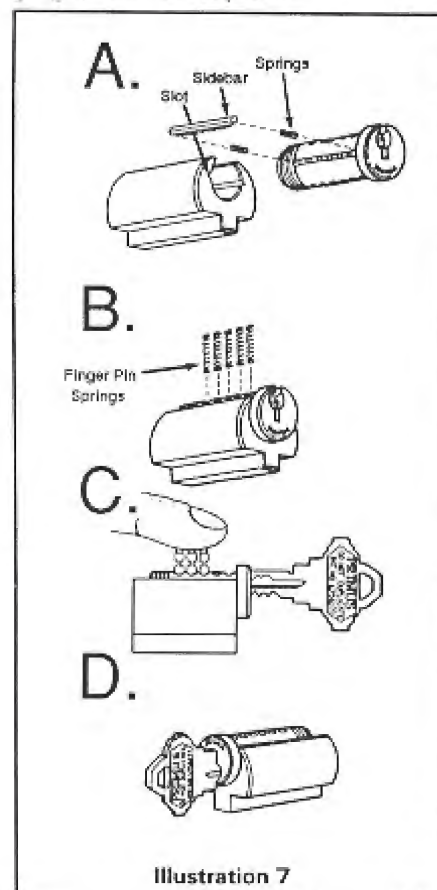


Illustration 7

The first step in assembling the plug is to install the sidebar. Drop the sidebar springs into the recesses at both ends of the sidebar opening of the plug and place the sidebar into the milled recess, so that the square notches are centered over the finger pin locations. Holding your thumb over the sidebar, depress the sidebar springs and insert the plug into the plug holder, with the keyway pointing down as you see in "A."

Install the five finger pin springs into the plug as shown in "B." They will fall to the bottom of the blind holes in the plug. The last step is installing the finger pins as you can see in "C." Select and place the correct finger pins in each of the five pin holes. Depress the pins into the plug with your finger as you insert the key into the plug. When the key has been inserted, the finger pins will be captured and held in the plug. No fancy balancing act, and no tiny parts flying off to who knows where—and it's just that easy.

The sidebar and finger pins will remain in the plug until the key is

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removed. To test the sidebar function and continue the combining process, use the operating key to rotate the plug right 180 degrees. The plug will only rotate if the sidebar is properly combined. If the plug will not turn, you probably installed one of the finger pins in the wrong sequence. If you believe you may have installed a wrong pin, you can quickly check the finger pins by carefully sliding the plug from the holder without removing the key. Hold the plug, with the sidebar pointing up and remove the sidebar. Be careful not to lose the sidebar springs. With the sidebar removed, you can see the saddle of each of the finger pins. If one is out of place, it will be immediately obvious.

Replace the sidebar into the plug and the plug into the plug holder. Remove the key to replace the finger pin that prevented the plug from turning. Insert the key, as you did in "C," to try the plug again. Be careful to rotate the plug clockwise, 180 degrees only. If you go too far, the sidebar and springs will do a flying vanish off your bench. The sidebar is easy enough to find, but those springs must be made in Ireland, ...by leprechauns. If you take your eyes off them for a second, they'll dis-

appear forever. Buy extra springs.

With the plug rotated 180 degrees from the inverted position, you are ready to load the combining pins. Load the proper pins and master wafers into the plug and install the plug into a properly loaded cylinder body to complete the keying process. Primus cylinders are keyed and masterkeyed using the same procedures as all other Schlage cylinders.

Two levels of cylinder integrity. The Primus 20-500 high security series are recommended when resistance to drilling and picking are most important. The 20-500 cylinders, available in rim, mortise and key-in-knob cylinders, are the most secure Primus cylinders. The cylinder is U.L. 437 (drill and pick resistant) listed. Hardened pins are installed in the plug face to deter drilling attacks, and the combining pins have a special "hardened core," to prevent drilling at the shear line. The high security cylinders can be identified by the U.L. stamp on the face of the plug.

The Primus 20-700 "Controlled Access" Series maintains the high level of pick resistance and key control, but does not afford the drill resistance of the high security cylinder. Like the high security cylinders, the "controlled

access" cylinders are available in rim, mortise and key-in-knob configurations to fit most Schlage locksets. Controlled access cylinders are less expensive than the high security U.L. cylinders.

Five levels of security. Much like all the high security cylinder manufacturers, Primus key control is divided into degrees of key availability. The higher levels are strictly controlled by the factory, intermediate levels are specific to in-house locksmiths, and hardware dealers and the lower level is designed to meet the needs of the locksmith. Levels one and one plus are specially suited to the individual locksmith. They allow keys and cylinders to be stocked and service to be performed at the local level.

Though no single security cylinder can incorporate all the features that any customer could ask for, the Primus system offers some unique advantages. If you feel that you have an application for the Primus system, check it out with your distributor.

I wish to thank John Bosworth at H. Hoffman Co. for his assistance in gathering information for this article.

For more information contact: Schlage Lock Co., P.O. Box 19334, San Francisco, CA 94119, 415-467-1100. ■



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Distributor Company Profiles

"Have you ever wanted to know more about some of the wholesales servicing the locksmith market? Well, here's your chance to read about some of your suppliers."

Acme Wholesale Distributors

Acme Wholesale Distributors of New Orleans first opened its doors nearly twenty years ago. Through aggressive marketing it quickly established itself as one of the most visible locksmith wholesalers in the industry. In late 1985, Acme was acquired by LSDA. Subsequently, in November 1986, Acme purchased Southwest Lock Supply of Houston, Texas and changed its name to Acme Southwest Lock Supply. The following year, both operations moved to modern facilities and upgraded their computer system to be on-line with LSDA's IBM 38.

Acme Wholesale is concentrating its distribution efforts into a six state area—Louisiana, Texas, Mississippi, Oklahoma, Arkansas, and New Mexico. Its approach is to provide its customers with personal, one to two day delivery service. Customer service is the foundation of Acme's philosophy. Its slogan of "large enough to serve you, but small enough to know you" reflects this attitude.

Acme's product mix is designed to meet its customer's local needs. They are a full line distributor of all major manufacturers and three safe lines. In addition, it handles LSDA's quality mix of privately labeled products.

Circle 372 on Rapid Reply

Adams Lock & Safe Company, Inc.

Located in Concord, New Hampshire, Adams Lock & Safe Co., Inc. is known for its commitment to provide high quality products to the locksmith and security trades in both central and northern New England. Quality and service have been the key to their growth over a period of 30 years and they look forward to continuing that tradition.

Adams Lock is pleased to offer a full

line of high quality, American-made safes by Gardall Safe Corp. They are very proud of the Gardall Safe line and pleased to offer the full line of both record, and burglary resistive safes. Along with the broad line of safes, Adams also offers customers complete product knowledge, a complete inventory of parts, and a commitment to assist wherever possible. For those who have not sold safes, they will discuss with you how to become involved. For those currently selling safes, comparing product, service, and prices with Adams is encouraged.

Adams Lock is always expanding to better serve the customer and is pleased to offer a very broad selection of door hardware from both the Schlage Lock Company and Dexter Lock Company. A comprehensive selection of deadbolts, knobsets, handlesets, and accessory items are available. Adams Lock and American made quality go hand-in-hand.

For those who have retail shop space, various programs are offered where mounted sample locks and display boards may be obtained.

In the area of high security, Adams offers Medeco high security locks. Their stock and services include Level 1 and Level 2, standard products, as well restricted Biaxial G.L.D. Locks, keying services and cut keys are also provided. At Adams Lock, it is their intent to provide the customer with only quality items at fair prices. They offer such other items as cylinders by AWI, padlock by Abus, key cabinets by MMF, key blanks by ESP, security accessories by Don-Jo Mfg. and cabinet locks by Fort Lock Corp. to name a few.

Their goal is satisfied customers and they stand ready to assist you in any way they can.

Circle 373 on Rapid Reply

Akron Hardware

Specialization has been one of the

keys to Akron Hardware's ability to service their customers. They have never attempted to be all things to all people. Akron is a company that is committed to a uniquely specialized wholesaling program designed with the customer's needs in mind. As a specialist they can cater to your specific needs for a select group of product lines: Corbin and Russwin architectural hardware, Adams Rite narrow stile door hardware, CCL cabinet hardware and Lori Lock decorative brass hardware.

Akron Hardware is known throughout the industry as a distributor of Corbin hardware. Not long ago Akron Hardware was named one of the first Russwin Signature Authorized Distribution Centers, making them one of only two factory supported national wholesalers of Russwin in the country.

The Corbin and Russwin stock includes everything you would expect from their largest distributor, as well as some things you might not expect. In addition to the thousands of locks, closers and exits in the various sizes, functions and finishes, Akron stocks cylinders and key blanks in every available keyway. Their comprehensive parts inventory includes internal parts and component parts for the products they stock. Akron Hardware can also supply you with any technical information you may need from their stock of catalogs, parts lists and brochures.

Akron stocks the complete line of each of the manufacturer's products they distribute. A quick glance through their free 128 page stock list will show that they stock more than the most popular items. Akron Hardware is truly a full-line wholesale distributor of Corbin, Russwin, Adams Rite, CCL and Lori Lock products.

Circle 374 on Rapid Reply

Allied Locksmith Supply

For nearly ten years locksmiths

around the country have found Allied Locksmith Supply to be a source for foreign and domestic automotive locks.

Rudy R. Wiesner, president of Allied started in the locksmith industry at a young age. He began working with his grandfather James Altieri, at age 12 after school and on weekends. Years later he worked as a full time locksmith specializing in automotive service. He saw a need in the early 1980's for better distribution of auto locks to the locksmith industry and thus the company was formed. He knew in the beginning many distributors carried only limited inventories of auto locks. This made it difficult for the locksmith who needed an odd part to complete a job. Since special orders take several weeks or months, Allied knew by stocking every item available locksmiths would have needed parts immediately.

Allied stocks over 3,000 different automotive related products. They carry every item available from Briggs and Stratton and Auto-Security Products. They carry Continental Micro automotive and motorcycle code cards for the 1200CM code machine. They have an extensive inventory of Ilco foreign car and motorcycle key blanks. They also handle All-Lock auto locks and key blanks, American Locksmith Service car opening tools, and other auto related lines.

Starting small as a regional company, steady growth and dedication to customer service throughout the years has proven worthwhile. Today Allied is recognized as one of the largest nationwide distributors specializing in automotive locks.

The industry has become more and more complex over the last several years. The number of different items available to the automotive locksmith has vastly increased. Today's locksmith must keep abreast of this changing automotive environment as well as all the other facets of locksmithing.

Locksmiths generally know what item they need but often not a part number. Allied prides itself on knowing every part number in stock. This helps the customer looking for an item for which the part number is not known. Approximately 30-50% of the orders processed each day require some type of assistance involving part number identification or application.

Allied's customers rely on the knowledgeable sales staff concerning product information. In most cases a customer can be told over the phone if an item is no longer available and alterna-

tives suggested. This tells the caller if a part is not available before scheduling their customer for repairs. This saves the locksmith valuable time without a need to reorder.

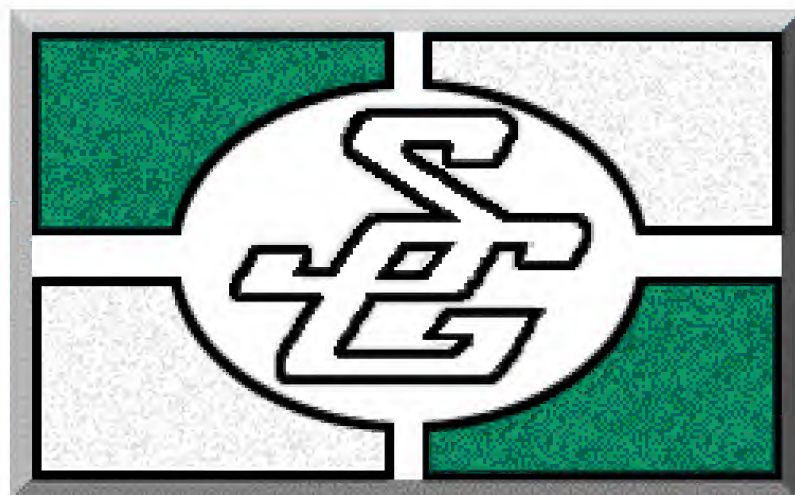
Jim Dravec, operations manager, pays particular attention to customer satisfaction, a top priority at Allied. Whether it concerns questions on product information, a credit for returned merchandise or a UPS shipment trace, any problems arising are handled quickly and efficiently by an experienced staff.

Ambassador Safe Distributors

Ambassador Safe Distributors was

created by Jeff & Larry Hale, owners of M.L. Lock & Safe Co., Inc., as a distributor for their own imported quality fire safes, and to distribute other major safe brands as well. This concept will enable safe dealers, from the smallest one man mobile locksmith to the largest safe dealers, to obtain one safe, a full container, or any quantity or type of safe to fit their needs.

In addition to Ambassador fire rated safes, they also stock gun safes, "B & C" rate burglary chests, rotary hoppers, money slot safes, inground steel safes, and composite safes, as well as "TL-15/30" rated safes, all from various manufacturers. As the direct importer of Ambassador fire rated safes, they also carry a full line of service parts for their safes, including



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Ambassador Safe

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replacement safe and key locks, extra drawers, extra shelves, and key blanks.

Ambassador offers a combination of 40 years experience in the lock and safe industry to any dealer who needs help in selecting the proper safe for their customer, or to the dealer who would like to start generating sales and extra income. They also offer a lifetime warranty on all Ambassador fire safes, allowing the dealer to sell with confidence. Future expansion of the Ambassador line, will include a digital combination lock on selected models.

They also manufacture excess cash handling containers with five models currently available. They were designed for the temporary storage of excess cash, to be mounted under the counter at the point of sale. Additionally, two models of "Econovault" are available for the storage of weapons and valuables.

American Lock & Supply

In the fall of 1989, American Lock & Supply, Inc., celebrated its 25th anniversary as a wholesale distributor of

security and door hardware products. Founded in 1964 by Jim DeForrest, AmLock had a steady growth throughout the 1970's, opening its first "satellite" branch in 1978 in the Northern California city of Fremont.

In the '80s, that "steady" growth dramatically turned into "meteoric" growth. The Anaheim-based distributor is "right on course" to the realization of President Sean DeForrest's goal: to be the nation's only complete national security products wholesaler. Beginning in 1982 with the opening of its third warehouse in Phoenix, Arizona, AmLock has opened six full-service branches in the decade (Dallas, Texas; Seattle, Washington; Denver, Colorado; Chicago, Illinois and, most recently, New York). Also in August of '89, AmLock purchased Kansas City, Kansas-based Kenton Locksmith Supplies, bringing the total number of stocking branches to nine.

AmLock sales have risen at least 25 percent in each of the last five years, now totaling more than \$60 million. With a \$15 million-plus inventory, AmLock's on-hand stock is easily the largest of any U.S. lock and door hardware distributor. The firm also sells and stocks more Schlage products than any wholesale distributor in the

world.

Under the guidance of President Sean DeForrest, 32, a California State University MBA graduate, AmLock has become known throughout the lock industry as an extremely aggressive sales and marketing-driven company. American Lock & Supply is dedicated to its sales philosophy that "Business is Personal." To back this philosophy, AmLock has an inside sales staff totaling 63 people and takes pride in fielding 42 outside sales representatives, which is unprecedented in the industry.

To support this large, technically skilled staff, AmLock management has assembled a strong six-member marketing staff. This active and visible group of individuals comes from varied facets of business including retailing, computer programming, banking, and locksmithing. Together, they create, manage, and implement AmLock's marketing programs.

Value-added-services are designed to help AmLock customers increase their business. Besides basic services such as same-day shipments and call backs, AmLock offers attractive discount programs, customized according to the special requirements of the dealer and his purchasing volume. At the core of this marketing strategy are several spe-

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cialized programs designed to meet customers needs.

For example, one service the marketing department offers, the All-American Program, helps customers turn their businesses into merchandised "stores" with state-of-the-art point-of-purchase material and merchandising displays. Another program, INVEN I, helps organize a customer's inventory and improve his ordering procedures. The marketing department is instrumental in designing these services and assisting the customers to make sure these programs are properly put into operation.

With more and more owners managing their companies with computer technology, AmLok quickly established several value-added services designed to utilize computer technology. Four years ago, AmLok unveiled its CAP (Computer Access Program), which allows customers to access the wholesaler's mainframe computer to check stock, price products, and place orders. More than 400 accounts are now enjoying this convenient service that even gives a CAP user extra discounts when orders are placed via the CAP program.

Another hi-tech service is AmLok's newest marketing program called Interlock. Interlock was created by

AmLok's four-person MIS (Management Information Systems) staff. The purpose of Interlock is to provide financial and management software programs designed around the security industry's special requirements. Interlock, which will eventually consist of four modules, is currently available in two modules: Price checking and Inventory control. The next software modules will be Accounting/Accounts Receivables and Dispatching.

Andrews Wholesale Supply

Quality service is more than a simple philosophy. To R. Andrew (Andy) Rudy, owner of Andrew's Wholesale Lock Supply in Lebanon, Pennsylv-



Andy and Margaret Rudy.

nia, it is a credo which he has followed as the owner of two businesses—the first 40 years as a locksmith and the past four years as a wholesaler for lock supplies.

Andrew's Wholesale Lock Supply distributes to local locksmiths and automotive dealers throughout Pennsylvania, and as far away as England with automotive lock supplies featuring Briggs and Stratton, Milwaukee, Wisconsin, and Auto Security Products from Washington state. The company stocks over 2000 items on the shelf, including foreign vehicle lock parts.

Andy decided to wholesale Briggs and Stratton after having used them "from the other side of the locksmith's bench" for more than three decades.

"My mentor was the best locksmith in the country. He had the most thorough knowledge of automotive locks," said Andy. "From that vantage point, it was a natural to become a wholesaler for Briggs and Stratton and Auto Security Products. I knew and believed in their products."

"Low-key" may be the best way to describe Andy. Since 1985, he has built his wholesale business from ground zero—creating his own sales catalogs and relying on the yellow pages for

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Andrew's Wholesale

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leads. His perseverance in business paid off. His sales lists have grown to over 1000 names. And he has added staff in the form of a sales representative and administrative assistant.

"Our inventory of stock is what separates me from other wholesalers," he said. "We keep parts in stock and almost never have to backorder. In fact, I already have stocked the basic parts that locksmiths may need for the 1990 line of cars—probably in 1991—but we're ready."

In addition to lock supplies, Andrew's Wholesale Lock Supply also keeps in stock "spin off items"—products and equipment both beginner and experienced locksmiths may need. These include basic car kits for foreign and domestic automobiles, Top Spot lights for hands-free work, velcro key systems, Framon key machines, Pro-Lok car opening tools and assorted locksmith accessories.

Specifically, Andrews offers: no charge on COD orders, 2% discounts with Visa or Mastercard orders, minimum freight charges, no minimum orders (regardless of state), toll-free fax

and phone numbers, and same day service, 24 hours a day.

Andy shares his 30 years of knowledge by organizing and conducting seminars twice a year—in the spring to bring the locksmiths up-to-date on the domestic cars and in the fall for foreign vehicles. But, he is always ready to answer any questions.

"I provide personal, one-on-one service. I am ready to answer any question or just to listen," he said.

Armstrong Lock & Supply

Armstrong Lock & Supply, Inc. has been serving the locksmith industry for over twenty-eight years. During this period, Armstrong has become one of the largest distributors in the locksmith industry. As a member of the LSDA group, Armstrong is able to offer its customers a line of privately branded security products that are not available in discount stores as well as competitive pricing on major national brands of security products.

With over three million dollars in inventory and locations in Atlanta, Georgia, Tampa, Florida and Miami, Florida, Armstrong can offer the majority of its accounts next day service on delivery and a ninety-one percent order fill rate.

Information flow, availability of merchandise and speed of service are of prime importance in this emergency driven industry. To offer the locksmith the resources they need to address these areas, Armstrong has fully computerized all phases of its operation, worked with manufacturers to have the product the locksmith needs when he needs it, and worked through salespeople, mailings and educational seminars to provide the locksmith with the information they need to succeed in this dynamic field.

Armstrong's customers have access to knowledgeable salespeople, a full line catalog, extended shipping hours and the recent addition of a full time customer service department. This service department, devoted solely to handling customer service requests, can respond with most answers in three hours or less.

As we head into a new decade, Armstrong is currently developing many new programs. Plans include expansion and establishment of programs in the areas of access control, high security equipment, safes and strategies to help the locksmith compete with the



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large discount stores.

With an open ear to the market, Armstrong is continually listening to their customer's wants and needs. Their motto of "Excellent Service at Competitive Prices" is more than just a slogan, it is a philosophy that is instilled in every employee.

Associated Lock & Supply

Associated Lock & Supply began as a one man lockshop in 1970 and has grown into one of Western Canada's leading locksmith wholesalers with 16 employees and customers in every province of Canada.

Associated was founded by Greg Smith who had immigrated to Canada in 1967 from England where he had served his apprenticeship as an "iron-monger" as locksmiths were called.

Greg worked for Chubb safe company for 3 years before establishing his own business in Coquitlam, a suburb of Vancouver in 1970.

The business experienced steady growth for the next ten years and in 1980 Greg moved his operation to new premises and began his wholesale operation.

Associated Lock & Supply was formed to be an aggressive, service oriented supplier in this area because Greg felt the timing was right.

In 1986 business boomed and has shown a 100% growth in the last two years. This has been accomplished by a core of enthusiastic and knowledgeable staff with a combined experience of over 100 years that is committed to serving the customers.

Associated has set out to accomplish the goal of making its customers successful, hosting monthly product seminars to increase the locksmiths knowledge and making their sales increase. This is followed by an aggressive monthly flyer campaign that offers their customers the best values on a selected line of products.

Realizing that there was a place for a full line trade show, Associated moved to fill that need and this year on April 21-22, 1990 they will host their second annual spring trade show with over 30 manufacturers represented and participants from all over Western Canada and the Northwest States.

Associated Lock & Supply must move into the 1990's as the service oriented progressive partner of the locksmith, therefore their motto, "We

believe that our success can only be measured by our customer's satisfaction" has to be supported by service, product and price.

Associated Lock & Supply is a full line distributor representing over 75 different manufacturers and 10,000 line items and is a full line safe supplier in Western Canada and in January 1990 will produce its second revised catalog.

Boston Lock & Safe Company, Inc.

Boston Lock & Safe Company, Inc. is a wholesale supplier where a locksmith can find a "one stop" source of locks, safes and security hardware to

meet most of his physical security requirements. Located in the heart of historic Boston, shipments are made from a large "in house" inventory to all parts of the country. These shipments are primarily of Baldwin, Dom, Falcon, Medeco, and other popular brands. A free masterkeying service is provided for purchases of Falcon Interchangeable Core Locks.

Boston also specializes in locker locks which are masterkeyed to interchange with many discontinued locker lock series, in addition to providing a key made by code number service.

The safe and vault inventory consists of over 200 safes to meet the varying requirements of size, weight, function, U.L. Label classification, and special design requirements. Brands include Gardall, ISM, Major, New Englander,



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Boston Lock & Safe

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etc. Needless to say, one can be assured of talking to a "technical" person knowledgeable in locks or safes when calling the firm. Perhaps one of the largest collections of old lock and safe data, including foreign products, is contained in their reference files. This has served as a tremendous aid to those nationwide accredited customer accounts that can avail of themselves specific information per obsolete locks and safes.

Founded by the Winship Brothers and operated by the Stoia family since the early 1900's the company will be celebrating 200 years of service next year. More recently, CC-TV Panasonic and Magnavox equipment has been added to the product range to serve customer demand. The company makes available both an abridged catalog and a full-line catalog to interested parties.

Commonwealth Lock Company

Commonwealth Lock Company has

been serving the locksmiths of New England faithfully since 1936. Eddie Mayer, president of the company since 1965, originally joined Commonwealth back in 1956. Stocking all major locksmith product lines, Commonwealth is a family-oriented business.

Eddie's daughters, Cathy Accomando, Sue Mayer and Paula O'Donnell all work at the company, as does son-in-law Thomas O'Donnell. Cathy is sales manager and Paula is the computer operator. Along with Sue and Tom in sales there is David Fyfe, who has been there 10 years and Tim Doty, who has been with the company for seven years. Thus the staff of Commonwealth Lock offers a great deal of product knowledge and experience to their locksmith customers.

The company is located in historic Cambridge, MA, less than one mile from Harvard Square. Commonwealth offers rapid delivery from their large inventory.

Cook's Supply Inc.

Cook's Supply Inc. is a Denver Colorado based distributor founded

twelve years ago by Bill Cook. Five years ago Bill Cook decided to retire and sold his business to LSDA.

Jack Dunn is the General Manager of Cook's. The company conducts business based on the principles of furnishing customers with close personal attention. "What is good for our customer is good for Cooks," is their motto.

Cook's services locksmith dealers in the mountain region of the United States. They can furnish the programs, services, house branded products, and also give competitive prices that the big guy has. At Cook's, their drive is to help the customer solve his problems, big or small.

DiMark International

As exclusive representatives for the Borkey line of key machines and blanks, DiMark International has established a reputation for reliability and quick response to their customers' needs. They have been selling the Borkey line since 1974 and have a complete stock of parts, blanks, and accessories available for immediate shipment from their location in Santa Maria, California.



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DiMark International

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A quick look through the ever-growing DiMark catalog, though, shows that this company sells more than just key machines. Since 1974, DiMark has gone to the four corners of the globe to bring U.S. locksmiths hard-to-find items, which will improve productivity and profit for the retail locksmith and solve the special problems for the industrial locksmith.

At this point in time, DiMark does not even pretend to be a complete supply house stocking all the major hardware lines. Instead, they have created a special niche in the security marketplace by bringing together a comprehensive inventory of interesting products and tools that are often overlooked by bigger wholesalers. In addition to the tried and true Borkey machines, there are security and key boxes of all types from Germany, furniture locks from Europe and South America, tools from around the world, and plastic products of the best German quality. To round out the DiMark line, quality American products are liberally represented in their latest catalog.

Your call on one of their toll-free order lines is handled by Nina, Chris, or Phil, your friendly and knowledgeable DiMark representatives. Questions about bookkeeping or accounts payable and receivable should be directed to Jann. Founders of their firm, Diane and Mark, are usually easily available to give specialized information about products, to help you decide which machines fit your requirements, or to give tips on maintenance of older Borkey machines.

Although Mark and Diane are no longer in the retail locksmith business, they continually call on locksmith friends and customers to learn what is happening in the "real world." In addition, they trade information with locksmiths from other countries to learn early what changes may affect our markets here in the United States. Through travel to Europe and around the U.S., they are aware of new developments in the security industry and have a well-rounded knowledge of other markets.

DiMark welcomes new accounts, has a workable minimum order and very fair prepaid freight limits. If you haven't called them before, they will be pleased to hear from you.

Dixie Lock Supply, Inc.

Dixie Lock Supply has been in business for over 20 years and offers a high level of customer satisfaction representing 130 manufacturers with over 25,000 stock items.

Their catalog has item type and manufacturer indexes, an illustrated original key blank section, lock comparative charts, and parts diagrams. A wide variety of stock at reasonable prices, knowledgeable sales people and quick service are a part of the Dixie tradition. They stock specially developed locksmith programs such as Medeco DBK, Schlage Primus, Lori auxiliary hardware, and Sargent & Greenleaf government products.

Locksmiths use a dial-in computerized bulletin board system. It lets locksmiths and manufacturers check for product availability, price, key blank cross-referencing, codes, account status, backorders, industry announcements, and tips/techniques. The service is free and you can earn a discount for ordering on-line.

Dugmore & Duncan

Dugmore & Duncan is a distributor to the locksmith industry specializing in the sale of Sargent products to the aftermarket. They also are a full stocking distributor of Don-Jo door and frame accessories. The company, which was founded in 1897, is managed by Chuck and Bob Cullum.

Dugmore & Duncan maintains a complete inventory of Sargent products. Their phones are staffed by trained technicians who provide valuable information regarding parts availability, product installation, and product operation. Dugmore & Duncan does not have "minimum order requirements" and their order tracking system provides same or next day shipment of most orders.

In 1989, the California branch established itself as a valuable addition to the Dugmore & Duncan team. The east and west together provide twice the support for their customers and the same great inventory is available for immediate shipment from either location.

Sargent has many new products coming out to meet the increasingly complex demands for security in the 1990's and Dugmore & Duncan is adding them to inventory as they become available. This includes Alarm Exit

Devices and Specialized Access Control Systems.

Hardware Sales and Supply Company

Hardware Sales and Supply Company has been a part of the lock business since its origin in 1925. Originally a branch of the Independent Lock Company (later known as Ileo) it was purchased by Joe Falk in the late 1930's, who owned and managed the company until his death in 1974.

Today, Hardware Sales and Supply is an LSDA company situated in a 16,000 square foot building in Livonia, Michigan, a western suburb of Detroit. It currently employs 22 people and is managed by Milt Goldman, President and CEO. Arnie Goldman is Vice President-Operations. Ken Heeren is the Sales Manager, and Carla DiDomenico is Accounting/Computer Manager.

With the constantly changing locksmith market, the focus of Hardware Sales is to distribute quality security products to locksmiths in an eight state Midwest region. With over 10,000 items from approximately 100 different manufacturers, they offer diversity of product as well as technical expertise, from their sales staff, which has a combined 125 years of experience.

Hardware Sales also stocks a large inventory of locksmith products, including LSDA locksets, Master, Medeco, Kwikset, Arrow, Gardall, Amsec and interchangeable core products, among others. To serve their customers better, they are in the process of producing in-house an all new catalog that will include technical information, stock numbers, and list prices.

Hardware Suppliers of America

During the past several years, a new breed of wholesale distributor has emerged in the door hardware industry. These new suppliers are the "specialty wholesalers."

These wholesalers use an entirely new approach, much different from that of the familiar "locksmith jobber." This difference concerns the number of manufacturers and the product mix that is inventoried by the wholesalers. The "locksmith jobber" generally car-

Hardware Suppliers

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ries an inventory that is characterized by a limited product selection from many different manufacturers. The "specialty wholesaler," on the other hand, carries an extensive product selection from a select list of manufacturers. In other words, if you need a hard-to-get item, find a "specialty wholesaler" that carries that manufacturer's line. They will most likely have what you need.

Hardware Suppliers of America, Inc., is one of the leaders of the new breed of specialty wholesalers. HSI inventories complete selections of 13 door hardware lines. These include Schlage locks, parts and accessories; Baldwin decorative hardware and bath accessories; Dexter locks by Master; PDQ locks; Rixson-Firemark products; Norton closers; Simplex push-button locks; H.B. Ives products; Rytan Keymaster; McKinney and Hager hinges; Monarch panic devices and Alarm Lock products. By restricting the number of lines that is carried, HSI is able to stock the Schlage lock or Monarch panic device that you must have but do not believe is available.

At Hardware Suppliers of America, Inc., service is the most important product. HSI feels that without those hard-to-get items it is impossible to provide you with outstanding service all the time. "We have made an extremely large investment stocking our six branches with the inventories that we feel are without equal for variety and availability," says Chip Casey, AHC, the vice president and general manager of HSI. "Our goal, from the beginning, has been to establish a reputation of being the wholesaler that can satisfy your hardware needs no matter how complex they may be. In most cases, this can be accomplished the same day."

HSI's six branches are located in Winterville, North Carolina; Irving, Texas; Oldsmar, Florida; Doraville, Georgia; Mansfield, Ohio and Fresno, California.

Heartland Hardware

Heartland Hardware, a nationwide door hardware distributor, offers express availability of Monarch architectural exit devices as well as Monarch closers, and PDQ locks and hinges for your quick-delivery convenience.

Their family has been involved in the

door and hardware industry for three generations, since 1953. They understand the locksmith's frustration with the tradeoffs involved in wanting to keep a wide selection of door hardware and parts on hand to immediately serve customers and they understand your costs to maintain these large inventories. To help you meet the needs of your customers in a more timely and cost-effective manner, Heartland Hardware was created.

Heartland Hardware emerged as Monarch's first master distributor, supplying locksmiths with immediate availability of Monarch's popular 19, 18, 17 and XX Series panic exit devices, as well as trim functions and component parts. Heartland also offers immediate availability of PDQ's heavy duty, standard, and residential cylindrical locks, lever handles and deadbolts.

Heartland Hardware is dedicated to assisting you in choosing the proper hardware to meet the individual requirements of each door opening. They use their knowledge of the door industry to help you coordinate your customer's door hardware with his opening conditions. Heartland also maintains stock for your convenience. They inventory a large selection of hinges, locksets, panic devices and closers, all available to ship to you the same day you place your order. They stock so you don't have to.

Heartland Hardware intends to supply you with quality door hardware at competitive prices. They appreciate your desire to provide your customer with the highest possible values in door hardware, so that's why the products offered have been carefully selected for their durability and reliability, as well as their overall value. As you would expect, these products have been manufactured to ANSI standards, are UL Approved and warranted by the manufacturers against fail.

High Tech Tools

High Tech Tools, based in beautiful tropical Miami has always been faithfully committed to serving the locksmith community. Employing over 30 people, High Tech has remained committed to the locksmith profession and actively supports not only the individual locksmith but their associations as well.

Because of this pledge to the customer, High Tech has enjoyed a rapid



growth throughout the years. To better serve this large customer base, High Tech Tools has recently completed a move to new corporate headquarters in addition to keeping its original warehouse and shop. Along with the new headquarters, the shipping department has been entirely computerized to insure same day shipments to those who may need their merchandise quickly.

High Tech has almost every type of locksmith aid and device a security specialist could want. While many distributors concentrate on hardware, neglecting the much needed tool elements, High Tech, with its new warehouse and storage facility can satisfy the needs of the most esoteric and discriminating lock specialist.

As well as being a full line distributor for manufacturers such as Ileo Unican, Continental Micro, Scotsman, Framon, HPC, Keedex, American Padlock and Lab, High Tech has recently added Kwikset, ESP, Majestic, Auto Security Products, All Lock and Custom Security. Due to aggressive marketing strategy High Tech has been able to distribute catalogs through every major locksmith publication in the United States. These catalogs are not only product listings, but they also serve as a reference source full of helpful information, general interest articles and a national forum where locksmiths can communicate with each other.

High Tech has a complete printing facility that employs professional typesetters, graphic artists, layout formatters and pressmen. State of the art equipment used includes Macintosh computers and laser printers as well as graphic scanners. Whether you need work authorizations, invoices, purchase orders, rolodex cards, business cards or stick-on labels, High Tech can help you design the appropriate logo and "look" of your own custom motif.

Hard to find items such as power invertors, generators, tubular key machines and tubular picks and blanks are all kept in stock at High Tech's headquarters. Of special note are the bottom line prices on all types of key machines. Couple this with the great

High Tech

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prices and selection of key blanks found in the High Tech Catalog and you can see why so many professionals go to High Tech when they need a full service distributor.

Finally, a business such as High Tech is only as successful as its dedication to its customer. The customer service department is made up of men and women devoted to making your profession more profitable and enjoyable. Their toll free 800 number makes it easy to order or check on your customer status. This, along with their complete, no-risk, thirty-day money back guarantee, allows you to purchase with the confidence that you have support, no matter how small or large the size of your order.

H. Hoffman Co.

H. Hoffman Co. was founded in 1933 by Harold Hoffman, a man who spent his entire adult life actively advancing the profession of locksmithing.

During the first few decades in busi-

ness the challenge to H. Hoffman Co. was filling a demand for product that outdistanced available supply. By the 1960's H. Hoffman Co. had grown into the largest wholesale distributor of locksmith supplies in the country. It supplied locksmiths in 14 countries and over 14,000 accounts on its books.

By the end of the 1960's, the company had arrived at something of a crossroads. It could "supply" but not "service" all those accounts located thousands of miles away. This was the background to a series of major decisions taken by Al Hoffman, son of the founder, and second generation owner/manager of H. Hoffman Co., which set the direction for the future of the company.

The company was restructured into a regional distributorship servicing dealers in a 10 state midwestern region. In an unprecedented move among wholesale locksmith distributors, H. Hoffman Co. began to branch in the early 1970's to achieve next day delivery for all of its customers. Today there are five H. Hoffman Co. distribution centers throughout the midwest and a sixth is scheduled to open in Kansas.


Many distributors make the mistake of attempting to be all things to all

types of customers. They weaken their company's focus, and financially string themselves too thin, and in turn become impersonal institutions. Al knew all too well the drawbacks of becoming too large, but, he also knew the benefits: buying power with suppliers, large inventories, and economies of scale gained in nearly all facets of the business. This was especially important in light of the new technological advancements on the horizon.

With the creation of LSDA, Locksmith Supply Distributors of America, a chain of Wholesale Distributors with Al Hoffman as a Co-Owner, H. Hoffman Co. obtained the best of both worlds. LSDA became the large distribution company it is today and H. Hoffman Co. enjoys the benefits of a large distributor without having to give up its regional focus and personal service.

Having put into action all of these operational changes by the late 1970's H. Hoffman Co. began to focus on developing programs to meet the growing needs of its customers who were faced with increased competition from overlapping segments of the security industry and other retailers.

During this same time period three



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of Al Hoffman's four children were also to enter the business ensuring the continuity of a family owned and operated business.

Some of the programs which H. Hoffman Co. has pioneered are as follows: Less Latch Cylinder program for flexible inventory; safe floor plans so the cost to enter into safe selling is reduced; key machine financing; double priced catalog for use as a sales tool, as well as a buying tool; private branded products under the Locksmith Dealers of America label (a line of products sold only through locksmiths to capture repeat sales and assist in selling against other retailers offering lower priced National brands); management survey team—to keep in touch with the customers changing needs, H. Hoffman Co.'s management team visits customers at their place of business throughout the year. (A complete list of their services can be found in the new H. Hoffman Co. Product Catalog that is now being printed.)

The newest addition to their marketing programs was just introduced. It is the "Guaranteed Price Program" which provides up-to-date pricing and gives customers confidence in quoting prices on purchased products.

H. Hoffman is gearing up to go on line with its new computer system, an IBM AS400, the latest technology to roll off the IBM line. The system is in house now and the conversion is taking place. They look forward to offering a complete interactive package for computerized customers.

H. Hoffman Co. today is the net result of decades of accumulated knowledge and experience passed from one generation to the next. They attribute their continuous success over the past 57 years as a Wholesale Distributor of Locksmith Supplies to their employees and customers both present and past.

They have implemented change and have grown while maintaining an outstanding record of service to their customers.

JLM Wholesale, Inc.

JLM Wholesale is a national distributor of high quality products used in the locksmith, architectural hardware, glass storefront, and security industries. Their products are manufactured by Folger Adams, LCN Door Closers, Locknetics Security Engineer-

ing, Roton and Von Duprin.

As of September 1989, JLM moved to larger facilities in Oxford, Michigan, still keeping its national toll-free number. They have a complete parts inventory and provide repair service on their products. They have a large inventory and can provide same day shipping.

With the future addition of a computer system, JLM will provide quicker access to inventory levels and will offer computer-aid-design service to customers that require extra assistance in wiring electronic products.

Kenco Locksmith Supply Co.

Kenco Locksmith Supply Company was established 18 years ago by Charlie Kent. They are a full line distributor stocking all the major lines including: HPC, LCN, Schlage, Kwikset, Ileo, Jet, etc. They also stock some unique products for the locksmith from companies that most distributors do not carry. At Kenco, they believe that they should be your one stop for locksmith supplies. That is why they represent over 185 manufacturers.

They stock the full line of Briggs &

Major

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Kenco

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Stratton domestic and Auto Security foreign auto locks. They have one of the largest selections of key blanks in the country, stocking key blanks from Iico, ESP, Jet, Star, Silca and numerous original key blanks. They also have one of the highest fill rates for their customers' orders in the business at 93.4% of all the items ordered.

At Kenco they believe that part of treating their customers right is a pre-authorized return form to allow you to return items ordered wrong or no longer needed. You don't have to waste your time calling, explaining the problem and waiting for a number so they will allow you to return the item. At Kenco you only need to fill out the brief form, attach the included label and your package is ready to return. Charlie Kent says "We want to make returning items simple. We want to make it easy for the customer; everyone has items that are sitting on the shelf wasting money because it was too much hassle to return them. We don't want that; we want our customers to get the full value out of every dollar they spend with us."

Kenco also has no restocking charge on items returned within 30 days of purchase.

At Kenco there is no minimum order size or small order surcharge; you can order what you need and not pay extra because you didn't order more.

At Kenco treating the customer properly is giving him a free 200-page catalog. Kenco provides prompt service, shipping out orders received by 2 p.m. the same day they were received and Kenco is located in the center of the nation for prompt delivery to all areas of the United States and Canada.

At Kenco Supply they are providing old fashioned value for today's market. Charlie says; "If you haven't tried us, give us the opportunity to serve you."

The Key Connection

Since its beginning in 1985, The Key Connection prides itself on having very attractive prices while maintaining the best possible service. The company has grown rapidly in the specialty automotive lock field stocking the full line of Briggs and Stratton (American), Auto Security Products, Silca Keys

and key machines, Rytan tool and key machines, American Lock Company padlocks, American Locksmith Service and Pro-Lok Car openers and manuals. The Key Connection also supplies Lee Electric signaling devices for electric doors, Action Security Products, new revolutionary V1 and V5 keys and locks, and The Big Jammer Door Brace, along with Star, Guard, Valentine Lock and Pacific Safe products.

The Key Connection stocks many hard-to-find auto locks at low prices (including 1938 GM in the original boxes). In order to keep track of all the parts in inventory, the company utilizes a state-of-the-art IBM 36 computer with a full-time data processing staff. Currently, the computer system can provide locksmiths with the most popular American and foreign auto locks in their area based on past and present sales to assist them in deciding the correct quantities to purchase.

A well-informed staff, aided by advanced computer programming can answer virtually any question over the telephone regarding auto locks and parts. Examples of how this speeds up the ordering process which leads to a



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Key Connection

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more accurate and completely filled order are the following: The computer automatically cross-references obsolete and other brand name part numbers to the equivalent available part numbers, substitutes parts of similar applications, and places back orders for old, new or future parts at the customer's request.

Thanks to a recent U.P.S. statistical report now programmed into the computer, customers can now be told instantly and accurately the amount of days it will be before they receive their order. The Key Connection uses an automated U.P.S. approved computerized manifest system which ensures that orders are accurately weighed and costed and that, should it be necessary, are traced to the exact date and time of shipment.

New products such as the SST-1 (the Ford I0 tumbler ignition tool) and the new ASP V1 and V5 keys and locks go through extensive testing for quality and value before they are advertised nationwide.

Some key personnel include: Arthur H. Schwartz, President; Steve Rykoff,

data processing manager; Tony Wright, shipping manager; Melvin Avant, warehouse manager; Frank Smith, credit manager; Sybil Garay, bookkeeper; Robert Almirall, office manager/controller; and Mike Penso, Customer Relations Manager.

Key Sales and Supply Company

For over 20 years, Key Sales and Supply has grown steadily, but in the last few years they've grown by leaps and bounds. They recently added 10 new lines including Master padlocks. They have more than 60 different lines of locks, hardware, locksmith supplies, key blanks and key machines.

In this age of specialization, Key Sales and Supply is no different. Their vast inventory of (more than 3,000,000) key blanks makes them one of the largest wholesalers of keys in the world. Numerous buy-outs of old key blank inventories allow them to supply their customers with that impossible-to-find key blank. Of course they are happy to assist with any line of hardware they distribute. Same-day shipment and no

minimum order makes the company one of the most competitive in the industry. In the last three years, their inventory capacity has doubled and they now have 16,000 square feet of warehouse.

Mayflower Sales

As today's economy becomes more service oriented, the demand on locksmiths to provide more specialized and unique services is greater than ever. Satisfying a customer's needs can place a lot of pressure on locksmiths who need special hardware or replacement parts. The follow-through on special order handling can require a lot of time and effort. The reliability of your supplier can make or break you today's "I want it now!" world. The folks at Mayflower can help you stand out from the other guys!

With a successful philosophy of maintaining deep inventory on key lines and providing the parts and technical know-how to support these lines, Mayflower is uniquely positioned for your future. Maintaining a broad inventory is but one aspect of their success. With close

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Mayflower Sales

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ties to the manufacturers they represent, they have the ability to get what you need within a reasonable time frame. The ability to supply parts and hardware on a special order basis allows customers to rely on timely solutions to their special problems.

In addition to conventional locksmith supplies, Mayflower specializes in several lines with an extensive inventory, including parts. These lines include Adams-Rite, Arrow, Folger Adam, Medeco, Locknetics Security Engineering, Simplex/Unican, and Yale. With security in the future seeming to lie in electronics, we are continuing to add products which will carry the locksmith forward with this revolution.

Maziuk & Co., Inc.

In the recent past, there have been many changes in the wholesale distribution industry. Many of the advances have been a boon to the locksmith such as faster deliveries and toll free numbers. However, most people directly involved

in locksmithing know the value of an owner operated business enterprise. How much new business was created (or how much existing business was saved from loss) because the owner was there to handle the situation with a personal touch.

Since their inception in 1943, Maziuk & Co. has always felt that owner involvement is the key to customer satisfaction. At that time Stanley Maziuk, Sr. founded the Syracuse Safe & Lock Co. He bought, sold, repaired and delivered safes in the upstate NY area. The experience learned being a time lock/vault lock expert with Yale Lock Co. proved invaluable in this new venture. The business prospered, and the decision was made to concentrate on the wholesale end. The shop and tools were sold; the business of safe repair was left to others. Maziuk & Co. began doing what it does best; providing fast personal service of locksmith supplies, door hardware, and safes to locksmiths everywhere.

Maziuk's personal touch is combined with formidable buying power in many areas. A walk through the warehouse shows large inventories of Adams Rite, Alarm Lock, AMSEC safes, Arrow

Lock, Auto Security, Briggs & Statton, Corbin, Dexter, Folger Adam, HPC, Kwikset, Master, Medeco, Russwin, Sargent, Sargent & Greenleaf, Schlage, Von Duprin, Weiser and Yale, just to name a few. "Many firms who can buy direct from these manufacturers buy instead from us," notes President Stan Maziuk, Jr. "the reason being both price and service."

Both Stan Maziuk, Sr. and Jr. are involved on a daily basis to make sure the customer is satisfied. In addition, a veteran staff is in place to have stock on hand, communicate with you, ship your order on time, and handle any problems should they arise. These departments are overseen by Joe Neyhart, purchasing, Karen Bolich, inside sales, Dick Miller, warehouse operations, and Sandy Smith, office/billing. These folks have 123 years of experience between them. Doing their best for you is their job!

Midland Hardware

Midland Hardware is located in Oakland, New Jersey and has been serving the locksmith industry since



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in locking systems
for security, safety,
and control.**

1975. Midland has grown to be one of the East Coast's largest stocking "true wholesale" distributors of door hardware, and *will not* sell to the general public.

Midland Hardware has been stocking a large diversified inventory of the following manufacturers: Baldwin, Bommer, Dexter, Ives, Kwikset, Norton, Omnia, Precision, Schlage, Simplex, Soss, Stanley and Von Duprin. In addition, Midland has taken on some new product lines such as Detex, Don-Jo and Securitron as well as all the parts and accessories to complement each manufacturer. The inventory is fully computerized to assure you of accurate stock levels.

To help you when you call on a nationwide toll-free number, one of Midland's five sales and customer services representatives, Win, Mike, Debbie, Al or Rich, will be available to assist you in product availability, technical information, pricing and the placing of any orders. All stock orders placed before 2 p.m. will ship that same day.

For all local customers, Midland has a showroom available for your use by appointment only. If you cannot come visit the showroom they do have mounted display programs available to assist you in starting your own showroom.

Circle 342 on Rapid Reply

Omaha Wholesale Hardware

Omaha Wholesale Hardware is a division of Johnson Hardware Co. which is the oldest hardware supplier in Omaha, Nebraska, dating back to 1855. This division was started in July, 1984 as a master distributor for Ingersoll-Rand products. Schlage locks, Von Duprin panics and LCN closers were the first products they began to distribute. Since that date, they have continued to add new product manufacturers in an effort to broaden their product base.

Products now available include Ives, Norton, Medeco, Dor-O-Matic, and Locknetics along with many products that the parent company may have in its inventory of builder's hardware items.

Omaha Wholesale Hardware has two sales people, Howard Westerberg and Jim Humpal who have the knowledge and expertise to answer your product questions with prompt, courteous and professional advice.

They pride themselves as being a strong Midwest distributor, with same day shipment and competitive pricing

NATIONAL AUTO LOCK SERVICE, INC.

**National Auto Lock Service, Inc.
offers a wide range of equipment and
services for the Automotive
Locksmith. From tools and hard to
find key blanks to transponder
programming, we can take the
mystery out of car service. We accept
credit card orders, and can ship COD.
Contact us for the latest in
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Omaha Wholesale

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along with product knowledge and customer satisfaction.

Omaha is not the largest distributor but they are a company that is doing everything possible to supply the locksmith industries that contact them for their hardware and product advice.

Orchard Lock Distributors Inc.

Orchard Lock Distributors, Inc. is a full line locksmith wholesale distributor located in a 25,000 square foot warehouse facility in Hamden, Connecticut. The company is dedicated to steady growth, in depth stock, competitive pricing and professional service.

Orchard currently stocks many major lock lines such as Arrow, Schlage, Yale, Simplex and many more in addition to door closers, exit devices, locksmith supplies and a full line of key blanks.

Orchard Lock contributes its success to their ability to meet the needs of the customers they service...locksmiths.

Under the guidance of General Manager Larry Federico, Orchard is expanding its capabilities in a consistent and controlled manner. The company's commitment to more stock, a knowledgeable sales staff and same day shipment of most products makes Orchard Lock a benefit to the locksmith.

Sales Manager Bill Simmons, and his staff are always ready to answer the company's toll free numbers and to offer courteous, professional service.

Rininger Lock & Supply Company

Rininger Lock & Supply Company, owned and operated by Charles (Chuck) Rininger, is located in Lemon Grove, California (a suburb of San Diego) and has established a customer base throughout the Southwestern United States by providing high quality products and superior customer service to the locksmith and security trades.

Chuck formed the company in 1987 after a successful eight year stint as owner of a lock and safe business. During that time he became increasingly aware of a particular need that was not being met by either the "big guys" or

the "little guys"—that of a wholesale distributorship servicing the smaller locksmith shops, key shops, mobiles, etc. Since the large distributor stocks a multi-million dollar inventory, it targets larger locksmith firms. Smaller distributors tend to specialize in particular products or fields. Thus, the smaller shop many times finds itself in a "Catch-22" situation. It can't afford to buy quantities, but isn't allowed to buy small quantities of the products that it needs to conduct business on a smaller scale.

Rininger Lock & Supply Company fills that gap in the industry, focusing on these smaller shops and mobiles, as well as serving the needs of contractors and in-house locksmiths for apartment and industrial complexes. Unlike the policies of most large distributorships there is no dollar amount minimum when ordering and as few as 10-key blanks at a time may be purchases. Newer, more inexperienced locksmiths, who may not know all the locks and associating numbers, will find that Chuck and his employee will always go the extra mile to research which tools or parts are needed, asking the right questions to assist them. The seasoned locksmiths, on the other hand, find



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Rininger Lock

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quick accurate and professional service to be the standard. Prices are always competitive and regular "specials" and discount programs are offered as additional benefits to the customer.

Rininger Lock & Supply Company supplies a wide variety of foreign and domestic auto locks, padlocks, residential and commercial locks, door closers and related hardware, cam locks, mailbox locks, key blanks and machines, lubricants, tools, and safes. The Rininger crew has established an effective means of stocking hard to find items as well as popular items by major lines such as ASP, Briggs & Statton, ESP, XL, Ryton, Almont, Abus, Latch-gard, Lucky Line, AWI, Fort, LPS, Lab, Slide-Co., Jet, and Ilco. If an item is not in stock, a search will be made until the part is found or until it is determined that it is no longer available.

Because of its standard of excellence, the business has achieved steady, controlled growth over the past two years. A new multi-user computer is on-line with all the capabilities of larger distributorships. Quick, easy access to

inventory supplies means efficiently, with open invoices reflecting the most current transactions and detailed statements provided monthly. Ordering is easy via fax or by using the expanded phone system and the 800 number provided by Rininger Lock & Supply, and shipments are scheduled daily U.P.S. to eliminate delays in receiving.

Rininger Lock & Supply looks forward to the future. By staying abreast of rapidly changing technology, current trends and most importantly, maintaining superior customer service, Rininger Lock & Supply will continue to work towards being a major contributor to the lock and security industry as a wholesale distributor, the vital link between locksmiths and manufacturers.

even greater degree of service and satisfaction. Their shelves are well-stocked and they continue to carry the largest and most diversified inventory of Arrow in the country. In addition, they carry in-depth inventories of Adams Rite, Simplex, Folger Adam and Locknetics Security Engineering. Bommer mailboxes are also a unique specialty because they carry every style, size, and color in both old and new styles.

Security Lock has also upgraded their telephone system to avoid any backups or delays. They can be reached toll free from anywhere in the country.

If you're looking for outstanding service, great technical expertise and in-depth inventories, give Security Lock Distributors an opportunity to satisfy your needs and help you grow.

Security Lock Distributors

Security Lock Distributors is proud to announce the recent completion of a move into larger warehouse and office facilities. This larger space, plus additional sales people and a fully computerized operation will afford you an

Silver Sales Inc.

Originally Silco Sales, Silver Sales started selling Sargent & Greenleaf products in February, 1982. Since that time, Silver Sales has become Sargent & Greenleaf's largest stocking distributor, carrying virtually everything the company offers, on the shelf.



Don't panic!
We have Security
Exit Devices.

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Silver Sales

Continued from page 66

The success of the company is in no small measure due to the history behind the principals. Bill Silver started the company after a move to Texas from D. Silver Hardware in New York. As a third generation wholesaler of locksmith supplies, Bill brought the S & G line to a distributor in Texas. However, when that distributor closed its doors, Bill decided that he was less interested in continuing as a full line locksmith supplier and more interested in specializing. He recalls "There was never any thought of leaving the industry. I grew up in this industry and not only know it, but love it as well."

Specializing in S & G was an easy choice. When Bill was in New York, one of the first lock companies he ever visited was S & G in Rochester, New York. As a result, of that visit in 1965 he took Lockmasters courses in combination changing and manipulation. "When I moved to Texas, I stopped at S & G in Nicholasville, Kentucky. I guess I got to know not only the product line, but the people as well."

In 1986, Bill married Judee Brummette, formerly a Regional Sales Manager for Sargent & Greenleaf. Judee worked for S & G for 14 years and the two, therefore, were not exactly strangers.

The "Dynamic Duo" continues. As a result of their combined backgrounds, Bill and Judee probably know as much about S & G products as anyone.

Their expertise permeates the basic philosophy of the company. "Sharing our knowledge with the industry is important as it not only educates, but creates Customer-Friends as well." Bill and Judee put this to practical use in many ways, not the least of which is by putting on seminars for various associations.

In their business, they are only too happy to receive calls from locksmiths having problems with products. "By helping the locksmith, even if he hasn't bought from us, we make a friend. A friend remembers you and comes back to you in the future. This is the true customer, one whom you don't take advantage of, whose trust and respect you earn, and requires no hard-sell."

To further this point, Silver Sales makes life easy for everyone seeking S & G products. The watchword of the company is service. "We want to sell you your S & G needs. To accomplish this, we offer reasonable prices and no

minimum order is required. If an item is too small to invoice, we'll give it to you," claims Judee. "Our aim is to be your link to S & G products."

Southern Lock & Supply Company

Southern Lock and Supply Company has been distributing wholesale security products throughout Florida and the Southeastern United States for more than forty years and intends to do so for at least another forty, by continually growing and constantly striving to meet their customer's needs.



From their earliest days to the present, the company goals have remained the same; to provide customers with quality products and the best service possible.

In keeping with this policy, a new computer system has been installed; a system that enables the customer service representatives to provide customers with necessary information on every aspect of their order, quickly and more efficiently than ever. Whether checking on a factory order, backorder, shipping date or just checking stock, these qualified sales representatives can handle the job in a competent and pleasant manner.

As always, same day shipping is the rule, not the exception at Southern Lock & Supply, however, next day delivery without exorbitant costs, has been something only their southeastern customers have been able to enjoy. In order to provide this service to accounts located in parts of Georgia and the Carolinas, Southern has opened a distribution center in Charlotte, North Carolina. This facility will enable customers who normally receive their shipments in three or four days to secure their merchandise overnight. Though primarily a shipping point, a counter will be provided for walk-in customers in the Charlotte area. Manning this facility are Ron Revels, the Distribution Manager, and Kevin Collins, the Assistant Manager.

As the company continues to grow, the need for more modern locations and additional personnel becomes a necessity. The old Pompano Beach branch has recently moved to a new, larger and more modern facility just up the road in Oakland Park, Florida. With the new building comes a new employee: Jack Frankel has been appointed District Manager for this newly relocated office.

Back at the home office, the in-house art department recently purchased a state of the art desktop publishing system and laser printer to aid in the layout and design of flyers, specials and the yearly products catalog. The new look is already showing up in customer's mailboxes and in their packages.

Also, each spring the annual *Buyer's Trade Show* is held in the main warehouse in Largo, Florida. This event provides the locksmith with an excellent opportunity to meet the Southern employees, examine new products, talk to the manufacturer's representatives, and with little luck, go home with a door prize!

With new locations, competitive pricing, qualified sales personnel, and the latest in computer technology, Southern Lock & Supply Company is doing what it takes to make their customers satisfied.

Stone & Berg Inc.

Stone & Berg Wholesale Locksmith Supply Co. was started by Jack Berg as a division of Stone & Berg Lumber Co. back in 1967. At that time it was a one person operation with strictly local distribution. Several years passed as the number of lines and customers grew. By 1973 Jack needed a way to inform his customers about what products he had available for sale. Without the resources to hire a sales staff, he opted for a catalog and price book. The catalog consisted of manufacturer supplied product and price information, while the price book was made up of hand-typed price pages that showed exactly what was stocked and the list price of the items. Jack supplied each customer with the catalog and price book, and began a service that still continues today.

The price book is divided into four sections and is prefaced by a table of contents, an introduction, and two indexes. The sections are: Locks & Hardware, Discontinued Stock, Key Blanks and Locksmith Supplies. Each

Stone & Berg

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section is alphabetized by manufacturer and each manufacturer is provided with a page or pages of numbers, descriptions and pricing on all stock products. At the top of each page they include either a section logo or original manufacturer logo to help in quickly referencing products. The price book is intended to be used anywhere the locksmith goes so each page is protected with a vinyl page protector to keep it clean and readable. The pages themselves are typeset on a state-of-the-art Macintosh computer, then printed on a 300 dpi laser printer and finally run on a high speed photocopier. The price book is protected with a binder made with a durable case bound cover and steel spine.

The catalog consists of a case bound binder filled with up-to-date product information in the form of manufacturer supplied catalogs and price sheets. It can be used as an effective sales tool or just as a valuable source of information.

What makes the Stone & Berg catalog and price book so unique, is the update service that is provided with it. Every

month they send you updated price pages and every other month new and updated catalog information. They also send a newsletter every other month, which keeps the locksmiths informed about changes in both the industry and Stone & Berg in particular. They endeavor to protect all pricing within the price book until you receive your update. So, in other words, if a manufacturer increases its prices between mailings they will hold to the old prices until you receive your update with the new prices. The catalog and price book are provided free to open accounts that do over \$2500 worth of business a year. Otherwise it is available for a \$50 yearly service fee. The Stone & Berg Locksmith Catalog and Price Book is an indispensable reference tool created just for the locksmith.

Stone & Berg Wholesale Locksmith Supply Co. has progressed a long way since its beginning in 1967. They now stock products from over 80 different manufacturers and carry complete inventories on Briggs & Stratton, Auto Security Products, Don-Jo, Lori (auxiliary), and recently made a commitment to put into stock all of the key blanks made by Ilco Unican. Stone & Berg prides itself on its service, both in

ability to provide quick delivery and up-to-date technical information. Stone & Berg's goal for the future is to continue to improve operation through its service and to provide more of you with a useful tool, their Catalog and Price Book.

M. Taylor Inc.

M. Taylor Inc. is located in Philadelphia, Pennsylvania and has been serving locksmiths for more than 50 years. In 1977, M. Taylor Inc., with new owners, put itself 100 percent behind the locksmiths. A year later, M. Taylor became an LSDA company and continued its concentrated support of locksmith dealers.

They are stocking distributors of 123 lines including all major manufacturers, with a 345 page catalog. They cover a six state region located in the eastern part of the country. Their LSDA labeled products offer a wide variety of locks sold only through locksmiths so that repeat sales come only through the locksmith.

M. Taylor plans to continue to service the locksmith by being an area leading lock and hardware distributor



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selling high security lines, safes, locksmith tools with a complete line of door and automobile locks, and by offering excellent service at competitive prices and knowledgeable employees to help the locksmith.

In addition, they will continue their aggressive efforts to offer locksmiths educational seminars throughout the year, either in-house or a few hours at night or one or two day seminars at a local hotel. This is their way to help the locksmith grow and increase his business.

M. Taylor, Inc. looks forward to a bright future for the company and their locksmith customers.

Top Notch Distributors

April 1990 will mark the 15th anniversary of Top Notch Distributors, Honesdale, Pennsylvania. The company was founded on the philosophy of carrying a complete product line and paying particular attention to customer needs. This philosophy quickly earned Top Notch the reputation for being the "Foremost distributor of Schlage" as well as for carrying a complete inventory of many other architec-

tural door hardware products such as LCN, Von Duprin, Simplex, etc.

Over the years, Top Notch has always looked for ways to remain dedicated to their belief in customer service. To better serve the customer they established 800 numbers and were one of the first distributors to offer fax ordering. In providing the best possible service to the western customers, Top Notch opened an additional location in Carson City, Nevada which is also fully stocked and will celebrate its third anniversary in March 1990.

In preparing to celebrate its 15th anniversary, Top Notch will move into their new administrative/sales building which will more than double their current capacity. It is a structure which was purposely renovated by Top Notch to keep its historical significance for the people of Honesdale. The building renovation was featured in a recent article in the October issue of Doors & Hardware.

Chuck Jurgensen, President of Top Notch, feels his business has come a long way since its start. He believes the success of Top Notch is due to the customer response to the personalized service that is provided by his staff. Both the Nevada and Pennsylvania locations

are linked as a "Top Notch" team that is dedicated and committed to providing long term dependable results. Jurgensen looks forward to continuing this tradition of team service.

U.S. Lock Corporation

Always thought of as a progressive company in the industry, U.S. Lock Corporation is unleashing its radical expansion plans for 1990.



Since its beginnings as Lawrence Locksmith Supply some ten years ago, U.S. Lock has always approached the locksmith industry a little differently. "We are primarily a telemarketing company supported by a very aggressive direct mail campaign. We feel our knowledgeable and friendly telemar-



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U.S. Lock

Continued from page 71

keting group has revolutionized the way business is now being conducted throughout the industry. We mail more sale flyers, catalogs and support material than most other distributors. It's proved to be very effective," comments Bill Pray, President of Waxman Industries Telemarketing Group.

Another facet of U.S. Lock Corporation that sets it apart from the rest, is its extensive U.S. Lock brand product line and dealership program. The U.S. Lock product line was designed for the locksmith trade. It can't be found on the shelves of the mass merchandisers or home center chains. U.S. Lock products aim to give the consumer fair value. The name, logo and packaging inspire confidence, giving the locksmith a very positive image. U.S. Lock helps bring customers to the locksmith for the services only a security professional can provide.

Waxman Industries, a plumbing and hardware manufacturer, packager and distributor, acquired U.S. Lock in July 1988 and saw U.S. Lock as a good fit. Through a series of acquisitions Waxman has grown to a \$500 million company. The purchase of U.S. Lock came just six short months after the company moved its headquarters from Oceanside, New York to a brand new facility in Brentwood.

Frank Venditti, Senior Vice President, has been with U.S. Lock for nearly six years and has brought U.S. Lock into the 21st century with innovative computer programming in management systems. "Our warehouse is state-of-the-art in order processing. Flow racks keep inventory current and our packing method is fast and accurate. We ship same day in most cases if the order is taken before 3:00 p.m." They are totally on line, with inventory levels and prices checked in an instant and once the order is written, it is printed in the warehouse and ready to be processed.

U.S. Lock opened its first satellite warehouse in Jacksonville, Florida in September. U.S. Lock has three new warehouses proposed for 1990. They plan on reaching all of their customers within one or two days.

Jim Ellis, Vice President of Advertising for six years is trying to change the way the public think of locksmiths. "No longer is the term locksmith used but rather, we refer to our customers as security professionals." Marketing the

only locksmith dealership program of its kind, much of the success is due to the need for such a program. Security professionals can take advantage of such programs as store designs, uniforms, store and van graphics, illuminated signs and in-store promotional aids. Also, the dealer can get the kind of advertising support needed by using the custom Yellow Page layouts provided free and the co-op advertising program offered to increase the visibility and profits. Ellis states, "This is a big commitment to our industry. We realize the success of our company is tied to the success of the locksmith. One of our ads say 'Nobody does more for the Locksmith.' Now with warehouses opening throughout the U.S., security professionals all over America can take part in the programs and share the success that once seemed far away."

By reaching customers in one or two days, U.S. Lock's relationship with the industry will continue to grow and so will the success of U.S. Lock and the Nationwide Network of Security Professionals.

Williams Key Co., Inc.

Williams Key Co., Inc. St. Louis, Missouri, has been in business since 1969, having its beginning as a part-time, semi-retirement job for its founder, the late Chester Williams. After Chet retired from Curtis Industries, it was his intention to sell key chains and key blanks to fill in when he was not "fishing." By 1972, the business was so demanding that a warehouse was acquired and two salesmen hired to call on the local trade with Chet overseeing and wife, Erma, running the office.

After finishing college in 1976, son, David, joined the force, established another route and helped out in the warehouse during his father's fishing trips and other emergencies.

In August, 1979, Chet's sudden death resulted in David taking over as head of the company. In 1980, a competitor in downtown St. Louis was purchased and thus began a growth of the company with its 25,000 square foot warehouse and established a business of many years.

Pat Montrym was office manager at the first location and is still at this position. Three employees have been there nine years, and have seen many changes take place. Son Larry has worked with the company since 1972 when not at a local fire district where he is Captain

Williams.

In August 1987, David left the company to establish and run a Christian Retreat located in the Ozarks at Ellington, Missouri and Erma Williams became president with Mike Rachocki and George Koester, both veteran employees, becoming Gen. Mgr. and Operations Mgr., respectively.

A 500 page catalog was printed for the over 100 manufacturers they represent and an 800 number for nationwide orders and inquiries was established. Their salesmen are knowledgeable having all been locksmiths or having had previous lock experience and are anxious to assist you in any way they can.

Zipf Lock Co.

For 1990, Zipf Lock Co. really wants to be your "one-stop" supplier. They are carrying a wide variety of locksmith and door related hardware and are growing to meet your needs.

In January 1985, Zipf Lock Co. moved into their new 36,000 square foot building. Throughout 1988-89, Zipf Lock Co. increased their inventory to almost 15,000 items.

In December 1989, Zipf Lock Co. plans to release their 1990 hardware catalog containing over 275 pages of items from door locks to hinges, door closers to door bumpers, and many other hard-to-find items.

In 1990, Zipf Lock Co. will be in the process of adding another 13,000 square feet to their building, for a total of almost 50,000 square feet. With this addition, Zipf Lock Co. will be able to maintain their goal of being a "one-stop" supplier. It will enable them to have the items when you want them and still at very competitive prices.

Zipf Lock Co. has 28 dedicated employees.

Defeating Automotive Shields

"The latest game being played by the car makers is to hide the locking mechanism behind some sort of shield. But we locksmiths always come up with a method."



Send your car opening questions to: Shirl Schamp, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Shirl Schamp

It's amazing how we go around and around with the automotive industry on lock security. They design something to defeat us, we defeat it, and then they design something new again. Everything is only a matter of time. I've been around the locksmith industry 32

years and that has always been the way the game works.

The latest game that's being played is hiding the lock behind some sort of shield. In 1985 General Motors came up with the modular locking system. Of course we could go back to the Chrysler products in the 1970's that had a square shield over the lock, and sold thousands of a tool called a peg leg. It doesn't seem to matter what they come out with, because we prove that we are every bit as smart as them in the way we overcome the shield.

Take the Toyota for instance. In 1988 they started shielding their locks and linkages with a plastic guard sim-

ilar in concept to the modular locking system that General Motors had been putting on their more expensive models. I know I have written on opening the models with the horizontal linkage but I recently read that the vertical linkage is impossible to open.

To open an '88 or newer Toyota with a vertical linkage here's our procedure: we had to make a special tool. We used 1/4" round stock (see illustration 1). It's important that you have a 1 1/4" bend on the tip because this acts as a large base with which to easily contact the bell crank just under the bottom edge of the shield and the tip will help you as you proceed with this bypass method.



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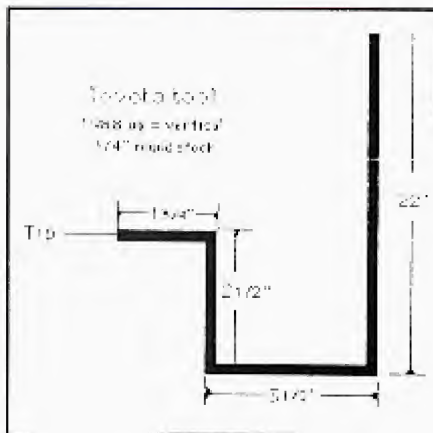
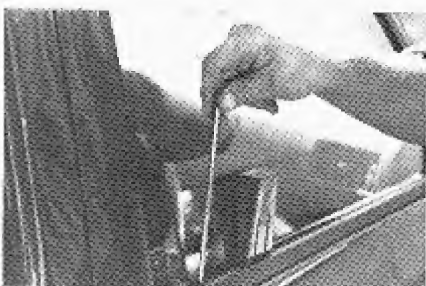


Illustration 1



2. Shield you need to go under to contact the locking mechanism.



3. Tool inserted into the Toyota door.



4. Tool tip extending below the bottom of the shield.



5. The bend on the tool tip creates a large base and acts as a gauge to direct you to the bellcrank.

The shield you have to go under is shown in photograph two. To open these models, insert a plastic wedge (rubber or wood would be satisfactory, do not use metal) between the window and the door, spreading it apart enough to create a comfortable working area. Insert the tool in the door (see photograph 3) and stay clear of the locking mechanism until the tool is totally down into the door. You will want the tip of the tool to be below the bottom of the shield (see photograph 4).

Next swing the tool over to the latch edge of the door, bringing the tip of the tool in contact with the door. The tip has been bent to both create a large base with which to hit the bell crank and act as a gauge by riding up the edge of the door to position the tool for you directly under the bellcrank (see photograph 5). I don't suggest you pull so hard as to damage anything, but by comparison to other openings this will require a more hefty pull upward to unlock the car. That's the reason we're using 1/4" round stock; the lighter stock doesn't have the correct tensile strength and tends to bend or give way rather than maintain its shape.

Going on with blocks and shields, you may have seen the BMW with JDA Car Door Deadlocking System. This is characterized by a door lock with the keyway horizontal rather than vertical. This system has been available on most BMW's since about 1985. When the car is deadlocked (this is achieved by turning the key in the opposite direction to a horizontal position and removing it) it can only be entered with a key. Slim Jims and other car opening tools won't work. Even if the window is broken the door still cannot be opened without the key. Without a doubt, this is probably the best deterrent out there.

These lock are now being made available to fit General Motors and

other popular cars. First I'll tell you what these locks offer and then I'll related a method of defeating them. They reinforce all potentially weak points to resist forcing, twisting, drilling, and outside attacks by slide hammers or screwdrivers. These are outstanding qualities and should be appreciated and I don't want to sound like I'm putting them down. But we as locksmiths still have to deal with them no matter how fantastic they are, so first take a look at the construction (see illustration 6).

The rotating disc is our major problem. It rotates and is hardened. The locks are constructed of stainless steel which more or less eliminates drilling. I'm not so naive as to say you can't pick it, but that's often an option that eliminates itself. I've learned through my years as a locksmith that hardened metal grinds just as easy if not easier than non-hardened metal.

What we are going to do is get that rotating disc out of our way. We keep a small Makita grinder in our service units. First I suggest you place a template over the lock to protect the door from being hit with the grinder (even if you're careful enough, it's a good idea). Now don't be concerned about demolishing the rotating disc. It's actually the rim or escutcheon portion you are attacking. With a minimum amount of grinding, the disc will fall out exposing the unprotected inner portion of the lock. This portion can be drilled, removed, or whatever. Open the door and remove the panel. Then remove the lock and either replace it on the spot or direct them to a location where it can be replaced, (i.e., your shop, or a dealership).

Of course the natural progression of things would dictate expanding this car door deadlocking concept to other locks, but they decided that they would start

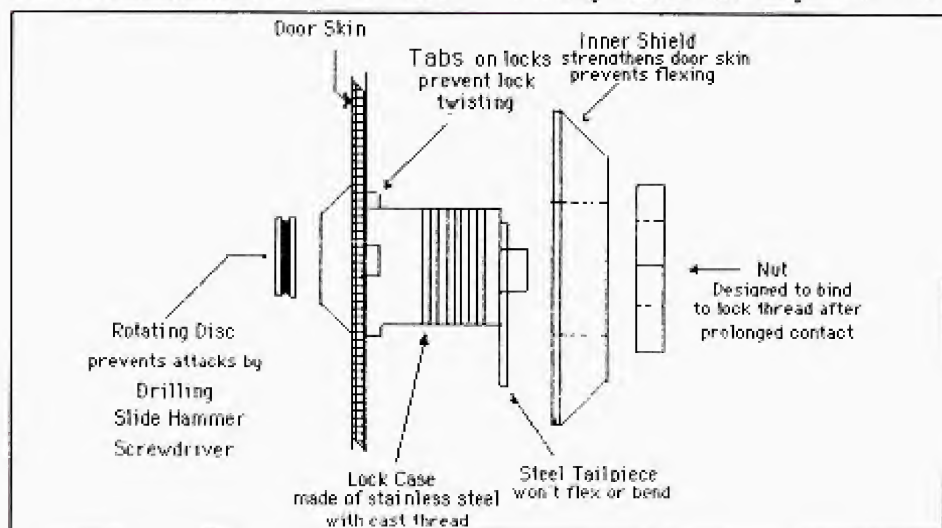
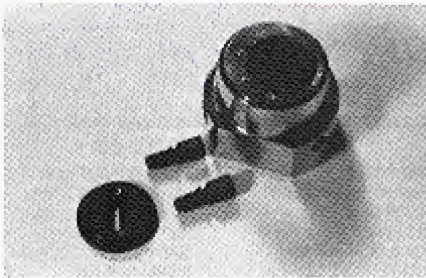


Illustration 6



7. The Lockshield and its component parts.



8. Mazda ignition lock.

with the locks that are most vulnerable, and that seems to be the Japanese ignition locks. These locks can be defeated in a matter of seconds with a slide hammer or screwdriver.

They call this shield Lockshield and it turns the seconds into a much greater

length time required to defeat the locking system, acting as a great deterrent to the thief. The hardened shield fits over the ignition lock, guarding the cylinder from attack. Held in by two hardened steel shearhead bolts, you can install it in a matter of minutes, but because of the shearhead bolts, it can't be removed very easily.

The shield is constructed of four parts: the casing, rotating disc, and two shearhead bolts (see photograph 7). To illustrate this, let's use a fairly common foreign lock, the Mazda ignition (see photograph 8). Take note of the face; the shield will be held in place with the shearhead bolts that will come behind the face of the lock (see photograph 9). Now you'll notice that it will change the readings on the face so you should take a moment and identify these for your customer (see photograph 10).

The various shields are designed for applications and will fit even though there's a shroud. I think that if you're going to install one of these on a car that belongs to one of your customers, you should make every attempt to provide your customer with the maximum security allowable, so what you must



9. Note the bolts behind the face of the lock that will hold the shield in place.



10. Note that the face readings will change once the shield is attached.

do is make sure that the installation is proper. Remove the shroud around the column, place the Lockshield over the lock and bring your shear bolts in, each from the opposite side, making it difficult for the thief.

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The Lighter Side

"Don read somewhere that it was bad luck to remove anything from your house on New Years. So he takes the phone off the hook so he won't have to leave the house."



by Sara Probasco

New Year's resolutions have been around for a long time. They go hand-in-glove with all the other "out with the old, in with the new" traditions and superstitions of the season. We chase away the past year's evil spirits with horns, bells and noise-makers at midnight on New Year's Eve. We exchange a kiss to ensure love throughout the coming year. Then we get down to the business of trying to eliminate some of our bad habits.

"A formal statement of opinion or determination," is one definition of a resolution. "A determined or unwavering state of mind." Sounds like serious business, doesn't it? And it is. We can't allow ourselves to enjoy the holidays without the impending door of self-denial.

I say "denial," because in most cases, deep down in our hearts, New Year's resolutions are swimming in negativism. We say "I'm going to lose twenty pounds." But what we really mean is, "No more of Aunt Franny's fantastic chicken and dumplings for me, this year."

This time of year, we try to change those nasty habits we spend the rest of the year enjoying. We say, "I'll quit smoking," or "I'll stay on my diet," or "I'll give up booze," each of which requires drastic behavior modification. What makes us think that we can change ourselves just because it's New Year's Eve?

In my years of experience with resolutions, I've learned a thing or two about them. For one thing, most people seem to fall into one of four

resolution-making classifications: 1) Those who make them with every intention of keeping them. 2) Those who make them, but doubt that they can keep them. 3) Those who make them with no real intention of keeping them. 4) Those who don't make them at all.

Your category is probably determined by your age. Most of us start high on the list in our idealistic youth. Then, about every 15 years, we drop into the next classification. I have continued to make my resolutions more from tradition than expectation. It's the fashionable thing to do. I must confess, however, that I have had no real intention of keeping them these past few years. Perhaps that explains a change I have noticed in the nature of my resolutions.

For example, a few years ago, my list included, "I will keep the sidewalk and driveway free of snow." That sounds like an admirable resolution until you understand that there hasn't been a snowflake seen in Uvalde, Texas, in more than thirty years. Needless to say, I felt relatively safe.

My friend in Mississippi and I made our resolutions together that year. She came to regret it. Although their winter-time temperatures usually resemble ours, something went awry. She telephoned, early in February, shouting hysterically about a record breaking Arctic cold front and six-foot snow drifts against the front of her house. Her husband was holding her to our resolution. Now that I think of it, I haven't heard from her since.

This year I'm changing things. It is my intention not only to make reasonable resolutions, but to keep every one that I make.

The trouble with most of my past resolutions is the fact that I tried to accomplish miracles overnight. This year, I've decided to start small. I will limit my resolutions to things that need doing, but which I feel confident I can do. Plus, I will limit my list to three

resolutions.

First, I'll tackle something that I've been intending to do for quite a while.

Resolution 1) I will vacuum the brass shavings from our key machines sometime before Easter. The next step is to include something that I really want to do, and will bring quick gratification with little real effort on my part.

Resolution 2) I will renew my subscription to *The National Locksmith*.

See how simple this is? Last on my list, I'll add something a little more difficult. I don't want to make this too easy. After all, the idea is self-improvement. In order to round out the assortment, this one should pertain directly to correcting some habit or avoiding the recurrence of some *really* bad experience.

Resolution 3) I will not leave a pinning kit lying open on the workbench after I have finished using it. (I prefer not to elaborate!)

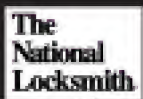
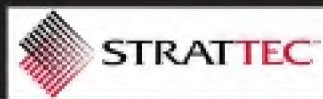
Don takes an altogether different approach to resolution-making that might suit your fancy better. He considers various superstitions of New Year's Day and works backward into his resolutions. He says he does this to safeguard prosperity in the new year. Also, he believes in breaking his resolutions as early in the year as possible. Like on New Year's Day.

He read, somewhere, that it was bad luck to remove anything from your house on New Year's Day. So he takes the phone off the hook, rather than leave the house on a service call.

Another little-known superstition that appeals to him is the one that says, "The person who drinks the last liquid from a bottle on New Year's Day will have good luck all year." He figures that if emptying one bottle can bring good luck, drinking more than one simply multiplies your good fortune.

Add to these the ideas that if you have no money in your pockets on New Year's Day you will be poor all year,

Continued on page 96



Mosler Lug Chests

"It's true that I am not afraid of any Mosler, but enough is enough. There are limits to human endurance and mine have been strained a bit lately."



by Dale Libby

In this article, Dale looks at the controversial methodology of side drilling and punching as a viable way of opening Mosler lug chests.

I have finally recovered from my recent battle with the enemy. That is, locked money chests and floor safes that have been smashed, crashed, bludgeoned, and reduced to unrecognizable heaps of twisted metal and stone. In one five consecutive day period, I was called to service four burglarized safes which included three Mosler units and one Gary chest. These jobs were not related, except by the fact that they were all located in the Chicago suburbs.

It's true that I am not afraid of any Mosler, but enough is enough. There are limits to human endurance, and even mine have been strained a bit lately. A bad opening now and then is alright, but four of them in a row has caused some rather bizarre behavior to manifest itself.

The last call was from a rather exclusive restaurant in a northwest suburb. This was at four o'clock on a Friday afternoon. Their safe had been broken into that morning and they needed it opened immediately. After questioning them as to why they waited so long to contact me, it seemed that they wanted their locksmith to look at it first. This locksmith called me and put me in touch with the owners. There was really no emergency, so I planned to be out bright and early the next morning to open their safe, and to quote the job after seeing exactly what the problems were.

Before going out, the locksmith de-

scribed the safe as a Mosler round lug door money chest with a 14½" door, the spindle punched and loose, and the rest of the safe beaten to death. The only way that he knew it was a Mosler, was from the large red and silver sticker in the upper left hand corner of the unit. All the other parts had been beaten into unrecognizable rubble by the would-be burglars.

Arriving at the restaurant, I went to see the patient. It was dead. All parts, including the crane hinge, the bearing plates, the dial, and the "T" handle, had been smashed by sledge hammers. The body of the money chest had sustained many deep and crushing blows (probably out of frustration).

I then quoted (under-quoted, as it turned out) a large price for opening the unit, with *no repair* available. I did not want to repair the unit, because new parts would be a big problem. Replacement was the most logical and cost-effective means of dealing with this unit. A restaurant that keeps charge receipts and credit card transmittals does not need a Mosler TRTL 30 lug door chest. In fact, it cost more to open the safe than what the owners ever kept in it.

For some obscure reason, I looked at the unit (*see photograph 1*) and mea-

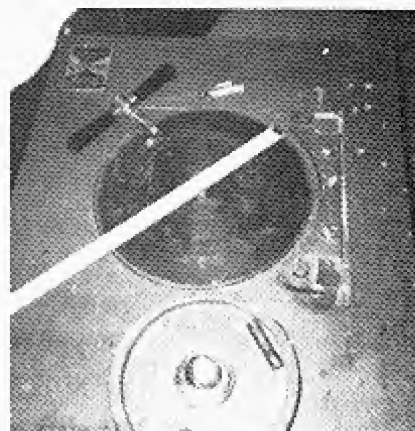
sured it, and thought "Why don't I just drill and side punch like my friend Dave McOmie does. He makes it sound so simple." I had never done a side punch on a lug chest before, so now I thought it would be a great thing to try. The results of my punching attack on this unit, and the mistakes that I made are outlined here so if you ever try this diabolical method of safe attack, you might be able to learn by mistakes. Bottom line: The chest did open, but all too slowly.

The first thing that I did was to grab *The National Locksmith's Guide to Safe Opening, Volume 1* and locate the chest in question. The chest in question resembled several units in the book. One measurement was about 2" to the center of the bolt, and the other measurement was about 3" to the center of the bolt. If I was going to side punch, I would have to know what thickness the door was.

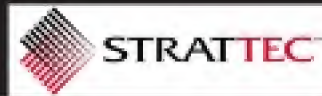
If I were going to open this safe my "old" way, I would have gone through the front of the door, through the hardened facing, etc., hook the locking bar, and force it open. Side punching sounded easy and I opted for the easy way out.

To determine the thickness of the door, I went to the four hardened, sheared off bolts that held the bearing plate to the door. These were on the periphery of the door and not close to the lock as on smaller models. They were about 5" from former dial center. I found one that almost moved when hit with a punch and hammer. Thirty minutes later I had succeeded in unscrewing the ¾" x 1" remnant of the cap screw from the door by careful pounding and plying.

This is a shortcut to the inside of the door, for it bypasses the outer hardened layer of the door. All I had to drill through was the copper layer (which makes this door a TRTL 30—torch and tool resistant for 30 minutes), and a thick inside mounting



1. Battered Mosler TRTL 30 lug door chest.



layer. I drilled a 5/16" hole. After drilling for five minutes, I was inside the door. I stuck a piece of wire into the hole with a hook on the end. I hooked it to the inside of the door, pulled it out and measured it. It was 2 3/4" to the inside of the inside plate of the door. Therefore, the 3" measurement would be the correct one because the bolt was above the inside plate.

I then stuck in my borescope, and saw what I thought was the relocker bolt, and saw that it was thrown. I also saw the fusible link thermal relocking system, which was intact. Instead of trying to remove another bearing plate bolt from the other side of the round door, and drilling in and looking, I decided at this time to side punch the unit. Since the chest was on its back in the middle of the room, both sides of the safe were available, and no repair was indicated, I thought punching would be the easy way out. Boy, was I wrong.

Determining the exact nine and three o'clock positions was done with a yardstick. I noticed that the door was slightly turned off of true stop toward the opening (clockwise), but for the first hole, I was going for dead center

locking cavity. I wish I had stuck to this theory on the subsequent hole on the other side.

Because of the positioning of the chest, I first drilled for the nine o'clock position. I measured 3" down from the side of the safe, made my mark, and started to drill. I had already made my first mistake here, but would not find out about it for an hour and a half. I penetrated the sheet metal, approximately 5" of ultra-hard cement and pebble matrix, and 5" of good steel, only to find that I had gone too low in my drilling, and had not only come out lower than the bolt, but I had drilled at least 1" too much steel of the locking cavity.

At this time, I would like to point out that I had used many of my long drill bits as well as many friendly words for Dave McOmie for making me try this. I had encountered no hardplate or Rel-som rods.

Being somewhat discouraged, I stuck in my borescope and could scoot under the door. The only good news was that the bolt at the nine o'clock position was not activated. This had to be the relock bolt. It was tilted towards the top part of the cavity, so I was correct in assum-

ing that the door had been turned. I was somewhat confused as to why I had drilled so low, but after taking a break I figured it out.

The first fact is easy. When drilling through almost 10" of material, reinforced concrete and steel, even a slight angle on the drill will put you significantly off the mark if and when you finally hit the target area. That was one reason that I was off. The second, and major reason that my hole was too far into (down) the chest side, was that I measured from the edge of the chest and not from the top of the lug door itself. The door was 5/16" above the edge of the outer cladding. I should have subtracted this measurement from the side measurement and I would have been right on the money.

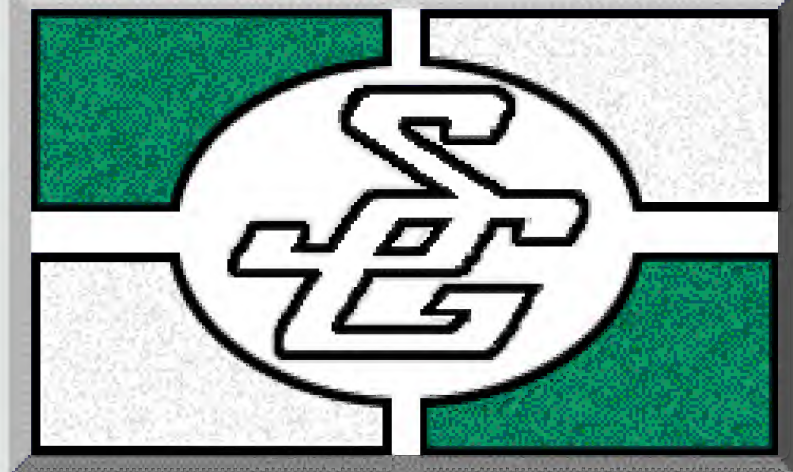
Reinforced with this new knowledge, I went to the other side of the unit, ready to make quick work of this troublesome Mosler. I thought that since the door was moved somewhat towards the opening, instead of drilling at 25 if the dial were on the unit, I would drill at 28, just slightly offset, so I could contact the end of the locking bolt directly and punch it in. That was my second mistake. If you ever try this,



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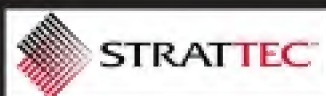
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drill exactly at three and nine o'clock, because you can always move the door slightly to align the bolt in the opening hole cavity to punch it. *Do not* drill for the end of the bolt. Drill for the center of the cavity.

My next hole took several hours to complete correctly with many mishaps. After penetrating the matrix of cement and steel, I met up with strategically placed relsom rods in the steel side protecting the end of the locking bolt. My first hole cost me many hardplate drills, and I came out too low again and too far to the left on the cavity. I could see a moon on the bolt, and with the bore-scope, I could see the locking bolt perfectly, but I could not punch it from that 5/16" hole.

The next hole was above my primary hole, but due to the relsom rods, their propensity to spin under hammer pressure, and the angle of the hole, I ended up exactly where I did from my lower hole; in the wrong place with nothing to punch. The rods had angled my drill down, and the pounding of the hardened rods rotated them, causing bits to falter and drill untrue.

I would have to start again, but by this time at least five hours had elapsed,

and I was beat. There were customers coming in to dine, and I said that I would be back the next day to open the unit. I also had to go back to the shop and sharpen many many drill bits, and throw out about 20 hardplate bits (long and expensive ones). I needed a rest, too.

The next day, armed with several new, longer, and sharpened tool steel bits, as well as my violent 20 year old son, we planned to make short work of this "Mosler from Hell." Considering yesterday's trackrecord, I figured nothing else could go wrong today. There were three more hours of grief before this unit was opened.

To conserve my supply of long hardplate drill bits, I decided on a strategy of using shorter more available hardplate bits. I would remove a 5" x 5" x 5" piece of outer cladding material at the three o'clock side of the safe. This would allow my drill to use shorter 5" drill bits. I would not be stopped by the concrete barrier before I got to the edge of the steel safe.

One hour later, after the 125 cubic inches of stone, reinforcing mesh, pebbles and rocks were painfully beaten away, I went to work again with my

hardplate drill rig and my drill bits. By enlarging existing holes, and with forced angle drilling, I finally came to the end of the bolt. This was accomplished by drilling through two adjacent relsom rods. The hole was perfect. I wanted to check through my lower hole, but found that when I drilled and punched the upper hole, I had rotated the relsom rod that I had drilled through in the lower hole. I could not put in my scope, because the rod blocked the entire hole. If I wanted to check on the bolt, I would have to re-drill the already drilled inner rod to see what was going on. I did not want to do that.

I put in Bessie, one of my favorite taper punches, and really beat her. She became lodged between the two Relsom rods and would not budge...until I twisted her to free her, and she broke off. At this time I did not know if I had succeeded in punching the bolt back far enough, or if the punch had broken before performing its duties. I then inserted another punch, and proceeded to punch the broken stub of "Bessie" into the safe. Again, by the force used, I rotated the upper Relsom rods, and made the upper hole as well as the

Continued on page 99

NATIONAL AUTO LOCK SERVICE, INC.

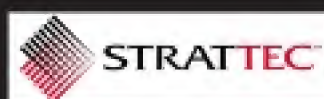
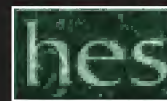
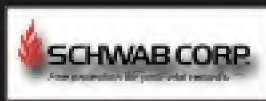
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The Kee-Blok

"The applications for the product are varied, in fact, they are limited only by the imagination of the users. We have doubled our sales of them."



Send your lock and key questions to Jack Roberts, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Jack Roberts

The Kee-Blok, from Major Manufacturing, is an item designed to fit over the knob of most all key-in-knob design locksets and effectively block the keyway from use by an unauthorized person. The applications for the Kee-Blok are varied and its use can be limited only by the imagination of the user. The primary use of the item is to temporarily secure an entryway, (fitted with a key-in-knob lockset) from all master and pass keys until key changes can be made by repinning the knob cylinder or until an existing emergency situation has been satisfied.

Essentially the Kee-Blok is a hollow cast ball, cut in half, fitted with a hinge point on one side and a cam lock on the other with a hole on the front of the unit which encircles the knob spindle. Newer models have a slot in each side of the spindle hole to accommodate the shackle of a padlock which further expands the use of the item.

There are, no doubt, many locksmiths in the country who, due to their locations, sell a large quantity of Kee-Bloks in any given period of time. We are not

one of those shops and if we sell two of this item in a twelve month period, we have doubled our sales for the previous period. This is really a neat item and one that *can* be sold in fairly large quantities if we just give some thought as to where the market really exists.

This fact was brought home to us when the executive director of a retirement center, which we service regularly, inquired about some method of securing a tenant's premises in the event of an extended leave, such as vacation or hospitalization, or in the event of death. The policy has been that we would, when called, change the combination to the entry lock, removing it from the master system and creating an entirely separate change key from any on the system. The purpose, of course, is to reduce or eliminate the loss of personal belongings from an individual or from an estate and to protect the facility, to some degree, from liability which could occur in the event of such loss.

We had talked on previous occasions about installing a removable core system to accomplish this, but the costs were deemed somewhat prohibitive. The executive director had recently seen "something that fits over the knob" and wanted more information on the product. This, of course, was the "Kee-Blok" and his idea was well taken except for one thing; all of the hardware on this facility is Russwin Uniloc heavy-duty lever handle locksets and

there is no way for a Kee-Blok to fit on a lever.

The idea did seem to have merit, however, and we called Major Manufacturing in Anaheim, CA to see if they had taken any steps to develop a "blok" for lever handle locksets. They advised that they had tossed the concept around for a while and then dropped it for some reason or another. We felt that the idea had some marketing value and decided to pursue a logical method of producing a Kee-Blok for levers.

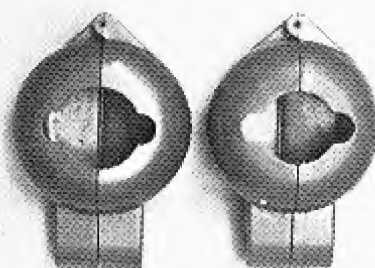
We took the lone Kee-Blok that had been hanging on the pegboard for months, dusted it off and made some quick measurements. The first thing that we discovered was that the existing spindle hole was too small to fit around the spindle of the lever lockset. This hole would have to be enlarged to accomplish our intended purpose. The second thing, of course, was that an opening had to be made in the side of the unit to accept the lever and we found that, for ease of use, we should make left hand and right hand openings. By doing this, the locking mechanism was placed in a convenient location at the top of the unit.

Probably one of the least used but most valuable pieces of equipment that we own is a 3-in-1 combination lathe, mill and drill press that we purchased a while back just for the purpose of making parts that are not available. We

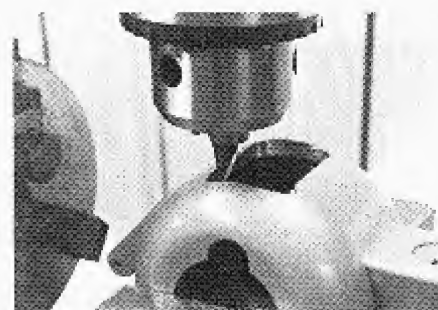
Continued on page 97



1. Boring the Kee-Blok to enlarge the spindle hole.



2. Modified Kee-Blok (left) and original unit (right).



3. A lever opening is bored into the Kee-Blok.

Interchangeable Core Service

"Calculating the proper pins to fit the keys is very time consuming. However, using the Speed Chart method can save you a great deal of time."



by Don O'Shall

One of the most aggravating, time-consuming and error-prone sides of servicing Best, Falcon and similar interchangeable cores is the calculation of pins to fit the proper keys to the core. True, there are computer programs available that are capable of doing this rather quickly, but not every locksmith has a computer and not every interchangeable core job can be done in our shops where the computer is likely to be.

If you are a real pro at interchangeable core servicing and do it frequently, the pin calculation portion of pinning a core will probably run you under two minutes. If you do it less often, four to six minutes of pin calculations per core is typical. Falcon makes a slide rule to reduce this time, but even this will take about two and a half minutes for the casual user.

That doesn't sound like a long time, but remember that these are not usually re-keyed one at a time. Let us imagine for a moment that you have one hundred cores to do (not an unusual request). At just two minutes each, you have spent almost three and a half hours doing the math calculations. On the other hand, at six minutes each, you have lost *ten hours* of productive time doing pinning math!

This time, of course, must be passed on to the customer in the form of a higher "per core" pinning charge, but have you really made anything on it? While you were juggling numbers, you couldn't accept other jobs that might have yielded an even greater profit. And the mark-up you need to add to

cover that time gives you less flexibility in any situation where tough bidding is likely to occur. (i.e., if it took you ten hours to do the pinning math, and your basic rate is \$25 per hour, you would need to add \$2.50 to the cost of each of the one hundred cores involved.)

So what can you do about it? The answer lies in a very simple tool and a firm understanding of how it is used. The best part of this is that you don't have to buy or design the tool. It is merely a chart to be filled in. The tool is called the "Speed Chart," and a sample is shown in illustration one. Earlier versions were slightly different in appearance, but functioned in exactly the same way.

At first this chart may seem a little scary. It looks like a lot of complicated work will go into filling it out and for what? It gives little clue as to its possible uses once it is filled out. But this is far from the case. Even if you have little or no understanding of masterkeying system principles, it should only take about a half an hour to complete. And once it is complete, pinning calculations should be less than twenty seconds per core, even if your customer has a large system to be pinned.

Before we look at the shortcuts that an understanding of masterkeying system and interchangeable core principles can provide, let's work out a simple calculation the "long way."

For our example, we will use a Best A2 system with a top master of 8301836 and a control (core removal) key with cuts of 4189250. The first change key (regular operating key for the room or area) that we will calculate is the rather unlikely combination of 0000000.

Following the standard method of calculating pins for the Best (and similar products) interchangeable core, our first job is to compare the top master with the change key (regular key) that we have chosen. We will compare the cuts for each position on the key,

beginning at the tip, and working our way to the bow (handle) of the key. The smallest number of the two cuts for a particular position is the number of the bottom pin that we will need to allow both to work the code. Since the A2 system uses depths of zero to nine with zero as a shallow cut, the zero will be the smallest number for each of these positions on this change key, so we would be using bottom pins of 0000000.

Next we will calculate the master pins for each position. This is done by once again comparing the cuts that the top master key and the change key have in that position. This time, however, we will be looking for the *difference between* the two cuts for each position. For the first position, the change key has a zero and the top master key has an eight. The difference between an eight and a zero is eight, so this position uses a number eight master pin.

In our second position, the change key once again has a zero but this time the top master key has a three. The difference between a three and a zero is three, so this position uses a number three master pin.

For the third position, however, *both* keys have a zero. This means that there is no difference between them, so there will be no master pin. Nevertheless, we do not write this as a zero difference, since this might be confusing and could possibly cause a pinning error. Instead we simply mark the position with a dash (-) to show the absence of the master pin.

Continuing this process for the remaining four cuts gives us master pins of 1, 8, 3, and 6 respectively. (Yes, I know that there is no number one master pin in an A2 pin kit—we'll discuss why this occurred later in the article.)

Our next standard procedure is to calculate the entity known as the "control number." This means putting aside our previous calculations

CUT #		1	2	3	4	5	6	7
0	BP MP CP DR							
1	BP MP CP DR							
2	BP MP CP DR							
3	BP MP CP DR							
4	BP MP CP DR							
5	BP MP CP DR							
6 (A2) (A3) (ONLY)	BP MP CP DR							
7 (A2) (ONLY)	BP MP CP DR							
8 (A2) (ONLY)	BP MP CP DR							
9 (A2) (ONLY)	BP MP CP DR							

Illustration 1
The Speed Chart.

CUT #		1	2	3	4	5	6	7
0	BP MP CP DR	0 8 6 9	0 3 8 12	0 - 10 5	0 1 16 4	0 6 4 11	0 3 12 8	0 6 4 13
1	BP MP CP DR	1 7 6 9	1 2 8 12	0 1 17 5	1 - 18 4	2 7 4 11	1 2 12 0	1 5 4 13
2	BP MP CP DR	2 6 6 9	2 1 8 12	0 2 16 5	1 1 17 4	2 6 4 11	2 1 12 8	2 4 4 13
3	BP MP CP DR	3 5 6 9	3 - 8 12	0 3 15 5	1 2 16 4	3 5 4 11	3 - 12 8	3 3 4 13
4	BP MP CP DR	4 4 6 9	3 1 7 12	0 4 14 5	1 3 15 4	4 4 4 11	3 1 11 8	4 2 4 13
5	BP MP CP DR	5 3 6 9	3 2 6 12	0 5 13 5	1 4 14 4	5 3 4 11	3 2 10 8	5 1 4 13
6 (A2) (A3) (ONLY)	BP MP CP DR	6 2 6 9	3 1 5 12	0 6 12 5	1 5 13 4	6 2 4 11	3 3 9 8	6 - 4 13
7 (A2) (ONLY)	BP MP CP DR	7 1 6 9	3 4 4 12	0 7 11 5	1 6 12 4	7 1 4 11	3 4 8 8	6 1 3 13
8 (A2) (ONLY)	BP MP CP DR	8 - 6 9	3 5 3 12	0 8 10 5	1 7 11 4	8 - 7 11	3 5 7 8	6 2 2 13
9 (A2) (ONLY)	BP MP CP DR	8 1 5 9	3 6 2 12	0 9 9 5	1 8 10 4	8 1 3 11	3 6 6 8	6 3 1 13

Illustration 3

It is not necessary to completely fill in the chart most of the time.

CUT #		1	2	3	4	5	6	7
0	BP MP CP DR	0 8 6 9	0 3 8 12	0 - 16 5	0 1 18 4	0 9 4 11	0 3 12 8	0 6 4 13
1	BP MP CP DR							
2	BP MP CP DR							
3	BP MP CP DR							
4	BP MP CP DR							
5	BP MP CP DR							
6 (A2) (A3) (ONLY)	BP MP CP DR							
7 (A2) (ONLY)	BP MP CP DR							
8 (A2) (ONLY)	BP MP CP DR							
9 (A2) (ONLY)	BP MP CP DR							

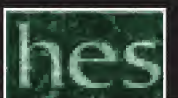
Illustration 2

Filling in the chart for a change key of all zero cuts.

CUT #		1	2	3	4	5	6	7
0	BP MP CP DR	0 8 6 9	0 3 8 12	0 - 16 5	0 1 18 4	0 9 4 11	0 3 12 8	0 6 4 13
1	BP MP CP DR	1 7 6 9	1 2 8 12	0 1 17 5	1 - 18 4	2 7 4 11	1 2 12 0	1 5 4 13
2	BP MP CP DR	2 6 6 9	2 1 8 12	0 2 16 5	1 1 17 4	2 6 4 11	2 1 12 8	2 4 4 13
3	BP MP CP DR	3 5 6 9	3 - 8 12	0 3 15 5	1 2 16 4	3 5 4 11	3 - 12 8	3 3 4 13
4	BP MP CP DR	4 4 6 9	3 1 7 12	0 4 14 5	1 3 15 4	4 4 4 11	3 1 11 8	4 2 4 13
5	BP MP CP DR	5 3 6 9	3 2 6 12	0 5 13 5	1 4 14 4	5 3 4 11	3 2 10 8	5 1 4 13
6 (A2) (A3) (ONLY)	BP MP CP DR	6 2 6 9	3 1 5 12	0 6 12 5	1 5 13 4	6 2 4 11	3 3 9 8	6 - 4 13
7 (A2) (ONLY)	BP MP CP DR	7 1 6 9	3 4 4 12	0 7 11 5	1 6 12 4	7 1 4 11	3 4 8 8	6 1 3 13
8 (A2) (ONLY)	BP MP CP DR	8 - 6 9	3 5 3 12	0 8 10 5	1 7 11 4	8 - 7 11	3 5 7 8	6 2 2 13
9 (A2) (ONLY)	BP MP CP DR	8 1 5 9	3 6 2 12	0 9 9 5	1 8 10 4	8 1 3 11	3 6 6 8	6 3 1 13

Illustration 4

The speed chart prepared for the master described in the article.



temporarily and working only with the control (core removal) key for awhile.

The control number is a seemingly meaningless and arbitrary number that we get by adding a constant number to each of the cuts from the control key. We will use it to calculate our control pins and drivers, however, so it is a lot more important than it seems. For the A2 (and similar) systems, this constant number will be 10. Since our control key was 4189250, this will result in a control number of 14-11-18-19-12-15-10.

To calculate our control pins, we have two different seeming options. We can compare the top master and change key cuts once again, and this time select the *larger* of each pair, and subtract that number from the control number for that position. Or we can add our bottom pin plus our master pin, and subtract the sum of them from the control number for that position.

A quick glance will tell us that either method yields exactly the same result. One method or the other is likely to seem more natural to you, however, and that is the method you should use.

For the first position in this example, we would subtract eight from our control number of 14, resulting in a number 6 control pin. For the second position, we would subtract three from our control number of 11 to get a number eight control pin. Our third position subtracts zero from 18, so it would need a number 18 control pin. Calculating the four remaining positions the same way gives us control pins of 18, 4, 12, 4.

Finally, we must calculate the drivers necessary for each position. Interestingly enough, this calculation doesn't involve the top master key or the change key at all. Instead, we simply subtract our *control number* (not the control key cuts) from the *stack height* for the cores we are working with. For the A2 (and similar) systems, this stack height is 23, so we would subtract the first control number, 14, from the stack height of 23 and use a number 9 driver for the first position.

We would then subtract 11 from 23 for the second and use a number 12 driver there, and so forth. When we have finished, our chart will look like this:

We have, at this point done exactly the same amount of math steps as would be necessary for each of our cores. If we had 100 cores to do, we would be repeating all of these steps 100 times. How long did it take you?

But now, let's do something strange. Let's write this in on our chart across the positions for cut #0. To read this chart, cut numbers are on the left, and cut positions are across the top, starting on the left at the tip of our key. For the A2 system, of course, we would not be using a cut number greater than 5, and for the A3, only as high as 6.

Fill in the chart for #0 shown in illustration two, and one tenth of the potential work is done. The next change key we would calculate is the also unlikely combination of 111111, followed by a change key combination of 222222, etc., until we have done 999999, after which the chart will be completely filled out, as shown in illustration three.

Shortly, we will show you how to use this chart, but first, let us examine a drawback. If you have completely filled out the chart, as we did here, you have done a lot more work than was necessary.

Why? A typical A2 system uses a pattern of odds and evens for each position that remains constant for the master keys of all levels and for the regular change keys. In our example, the top master key has cuts of 8301836, which is a pattern of even-odd-even-odd-even-odd-even. (The zero is considered an even number.)

Assuming a typical factory system, this means that all the change keys will have the same pattern. Thus for the first position, which is even, we will not see regular keys with cuts in that position of 1, 3, 5, 7, 9. For the second position, we will not have the regular (change) keys with cuts of 0, 2, 4, 6, or 8, since this is an odd chamber. For the third position, which is even in this example, once again, we will have no 1, 3, 5, 7 or 9. And so forth for the rest of the positions. This means we do not need to calculate the pins for these cuts in the specified positions. To simplify our work, we could cross them out in advance, as shown in illustration four.

Manufacturers' systems for these use

the method of masterkeying known as across-the-key, total position, or simple progression. What this means to us is that there will be no change key (regular key) that uses the same cut as the top master in any given position.

For our example, this means we can cross out the 8 for the first position, the 3 for the second, the 0 for the third, the 1 for the fourth, the 8 for the fifth, the 3 for the sixth, or the 6 in the seventh position. It is easy to see that after all this, we only need to calculate less than half of the chart. Not a bad savings of time and effort, right?

But wait, there's more. Remember that the drivers were calculated by subtracting the control number for each position from the stack weight. Since this was done without regard to the top master key cuts or the change key cuts involved, it stands to reason that for each position, the drivers will remain constant throughout the system.

In other words, in our example, the first chamber (tip of the key) will always use a number 9 driver. The second will always use a number 12, the third a number 5, etc. So once we have calculated the driver for any cut in a certain position, we can enter the driver pin for all of the cut depths in that position. Looking at the drivers in illustration three will show this to be true. This saves us one fourth of the remaining pin calculations. We would then calculate the bottom pins and master pins in the standard manner and enter them on the chart.

The next step is to calculate the control pins for each position and cut. The easiest way to do this is to add the bottom pin, master pin, and driver for each position, and subtract the sum you get from the stack height, which in this case is 23.

To calculate the pins this way should take only about 10 minutes to complete the chart, and will save you untold hours on pinning the cores for this system. Of course, you will need to make one of these charts for each customer you have to make cores for, since their top master and control key will be different, resulting in different pins.

Nevertheless, when we compare 10 minutes of calculations with up to 10

Master Key 8301836
Change Key 0000000

Control Key 4 1 8 9 2 5 0
Control No. 14 11 18 19 12 15 10

Bottom Pins 0 0 00 0 0 0 0
Master Pins 8 3 - 1 8 3 6
Control Pins 6 8 18 18 4 12 4
Driver Pins 9 12 5 4 11 8 13

Continued on page 96

Shop Talk

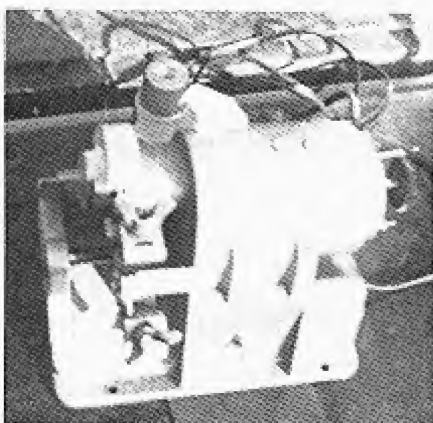
Helpful Questions and Answers

Written by *all* of the following authors: Dale Libby, Robert Sieveking, Dave McOmie, Shirl Scamp, Don O'Shall, and Jack Roberts.

Send your locksmith questions, along with a self-addressed stamped envelope to: Shop Talk, The National Locksmith, 1533 Burgundy Pkwy., Streamwood, IL 60107.

This month, let's start off Shop Talk with a "Blast From The Past." Read the following letter from a reader who has sent us a key machine for identification. Can you help us? If you might have any information on this baby, which appears to be a duplicator, please let us know at Shop Talk.

Q: Can you identify the key duplicating machine in photograph one? It was bought at an auction and doesn't have a duplicating cutter. It has a 1" shaft and I figure the cutter should be about 2 1/2" in diameter. The name and serial number are scratched, but I believe it was made in Cleveland.



1. Key duplicating machine submitted for identification.

Could you tell me the part number for the cutter also? (Facing the cutter, it turns clockwise.)

Clarence Martin
Georgia

Q: Could you give me any information on the safe in photograph two? It is 31" high by 19" wide. As you can see it has been drilled open and the dial and tumblers are missing.



2. Locked safe used to hold TNT.

Here is a little history of safes of this size, in this area. They were used for the most part to hold TNT during the gold rush era. So as a rule if the owner doesn't know the contents of a safe of this vintage here, I won't open it. Any approximate age will help because the customer wants it restored.

Bill Adams
California

A: Well Bill, as much as ShopTalk hates to admit it, we drew a blank on this one. But we know that some Shop Talker out there someplace will recognize your safe. In fact, he or she is probably jumping up for pen and paper right this second to send us the information. So we here at the magazine will sit tight and wait to here from our better-informed friends.

Q: I have been in the locksmith business for a very short time, only one year. My mind is constantly full of questions relating to the industry.

My question is how do I keep myself updated as to the ever changing field of security. I would like to be able to offer my customers the very latest, up-to-date information available to fulfill their needs. In other words, I want all the education that I can receive. Where can I get it?

I was also wondering if you could answer this question. A relative of mine recently lost her keys while on vacation. She called the local locksmith. When he came out she said all he did to make her a key was to insert a device into her ignition switch and her trunk lock and was able to cut her a set of keys with the information provided by this device. Although I am very new in the field I had never heard of any such device and insisted that she was mistaken. She continues to stick by her story. Am I missing something? I still don't agree with my relative.

As I said, I have many questions. These are but two of them. I would sincerely appreciate any information that you could give me.

Barry L. Logue
Pennsylvania

A: Thanks for writing in to Shop Talk, Barry. You have asked some interesting questions. First how can you stay up-to-date in the security industry? This is the question of the year. The technology of our world and industry has been advancing so fast that very few people can really keep up. If you think about it, only twenty years has passed since we sent a man to the moon. Look at all the changes since then!

You are already doing one of the best things possible to stay current with new technology in security. You are doing that by reading *The National Locksmith* and *Shop Talk* religiously. Seriously, this publication is an excellent source of up-to-the-minute information. Also, look into joining your local locksmith association. In your case, that would be the Greater Philadelphia Locksmith Association.



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You can call Jerry Connelly at (215) 569-4040 for more information on the group. Also, check out your November issue of *The National Locksmith*. We listed the various local chapters of ALOA (Associated Locksmiths of America) around the country and world. ALOA's main number is (214) 827-1701.

Through these associations you can sign up for training classes which will teach you new skills. In this industry, skills equal profit. The more you know, the more you'll grow. Also, there are various schools offering training (advanced and otherwise) to locksmiths. Since last month's issue is our 1990 Locksmith Directory, you can check under "Schools" in the table of contents for more information. You are on the right road to success Barry.

New Year's

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and (similarly) that whatever you choose to do on New Year's Day you'll do often during the coming year. Now you have Don's solitary resolution:

"I will stay at home all day, my pockets stuffed with money, watching football on TV and emptying bottles." That's his sacrificial contribution to our prosperity. Who knows? He may be onto something. It's worked pretty well, so far. ■

Core Service

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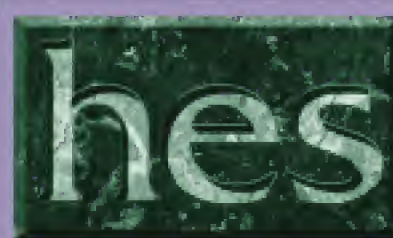
hours of calculations (or more), it shows the true value of such a chart.

Let's look at how the chart is used. Using a change key of 0523610 as an example, we get pinning of:

BP	0	3	0	1	6	1	0
MP	8	2	2	2	2	2	6
CP	6	6	16	16	4	12	4
DR	9	12	5	4	11	8	13

This takes about 10 seconds to calculate and reduces the total pinning time to about two minutes per core. Pinning 100 customer cores now is valued at less than three and a half hours labor, rather than spending that time (or triple it) on calculations alone.

The real beauty of the speed chart lies in the fact that you can retain it in your safe with the masterkeying records for each customer, and as long as neither the top master nor the change key change, it will correct. ■



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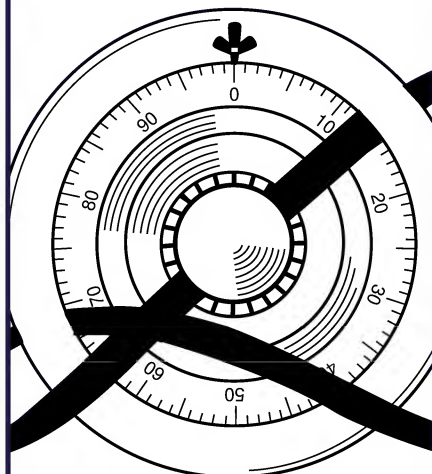
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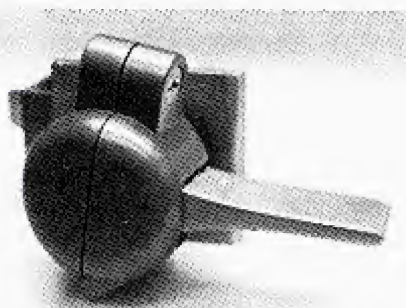
Kee-Blok

Continued from page 90

made a set-up for the work piece and with a 1 1/4" bore set in the chuck of the lathe, enlarged the spindle hole to the correct diameter. (See photograph 1.) Photograph two shows an original Kee-Blok on the right and a modified unit on the left.

The boring tool was removed, the milling head swung into position, and a lever opening 3/8" x 1-15/16" was milled into the side of the work piece with no changes in the original set up. (See photograph 3.)

We did a time study, applied our usual shop rates to our regular mark-up and presented the finished item to the executive director for consideration. An installed, modified right hand lever handle Kee-Blok is shown in photograph four. The facility which occasioned this modification is rather large with lots of activity which requires the need for temporary security of the type described and we received an initial order for 24 (12 lefts and 12 rights) modified Kee-Bloks keyed different with positive control of the keys to be maintained by the executive office.



4. A modified Kee-Blok is shown installed on a right hand lever handle.

Realizing that there are probably very few lockshops who have machining capabilities, we went to a job shop and asked for an estimate for the work described. Their estimate was pretty close to what our own time study had revealed but we were also advised that delivery of a job such as this would be three to four weeks due to their workload. By having the capability of doing the work ourselves, we were able to deliver the finished product in just a couple of days with no interference in our regular work schedule.

It would seem that Major could produce an item such as this for the trade with very little increase in production costs. They did modify the original casting to accept the shackle of

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a padlock and this modification could be done the same way although the lever handle market may not be large enough to justify such a set-up.

Even so, lever handle or knob set, we have started a selling campaign to facilities such as the one described with a letter outlining the potential benefits of immediate temporary security which can be achieved with the Kee-Blok. This is followed by a phone call and then a unit sent UPS for examination and consideration.

Although our sales have not been phenomenal due to the small inventory required by some facilities, we have found a market that does not require a personal visit, is easy to sell and we have picked up a couple of new accounts which will result in extensive rekeying and/or replacing of existing locksets.

We in the locksmithing profession are faced with increasing competition from all directions but we can face competition with aggressive selling of new ideas for security and increased professionalism in the performance of our skills. The market is out there; be creative and go get your share of it. ■

Shields

Continued from page 78

Should you be faced with this situation when called upon to service this ignition, don't deploy the same tactics we talked about on the door lock. In this instance you should remove the shearbolts the same as you would if you were removing the ignition from a column. I suggest using a small hammer and a punch, such as an awl or an ice-pick to back the screws off.

Lockshield is currently available for the following models. (Others will be available soon.) **MF-501** fits Mazda with SL-9 and SL-10 type ignition locks including: 1983-89 GLC & 323, 1983-87 626, 1983-89 pickups, 1983-85 RX7, and 1988-89 Mercury Tracer. **M-503** fits Mazda with SL7 ignition locks including: 1979-82 RX7, 1981-82 GLC (some models)*, and 1979-82 626 (some models)*. **M-504** fits Mazda with SL6 ignition locks including: 1979-82 626 (some models)*, 1982 Mazda pickup and Ford Courier pickup, 1981-82 GLC (some models)*, and 1979-82 RX7 (some models)*. *The casting number SL7 or SL6 is embossed on the outside of the lock housing. Identify the proper Lockshield to use by this number. **MI-506** fits Mitsubishi 1983-88 Cordia, Tredia, Starion, Chrysler Conquest,



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Dodge Raider. **MI-509** fits Mitsubishi Galant 1985-88.

If you want further information on the JDA or Lockshield contact Bayliss Corporation at Seven Pamaron Way, Novato, CA 94947. ■

Mosler

Continued from page 84

lower hole inaccessible to any lighting device so that I could not see what was going on.

You guessed it. I had to redrill my lower hole so that I could see into the locking cavity to see if the locking bolt had been driven far enough in for the unit to open. Many more bits melted before I was again in the cavity and saw, to my amazement, that in fact, I had punched the locking bolt in far enough for the door to rotate. What I also saw was that I had raised some wedged material around the bolt hole on the door itself. The door would not turn towards this raised material easily, but I figured a way to bypass this problem.

I again attacked the three remaining flattened bolts on the top of the door to get one of the remaining studs out. I needed one more leverage point. Remember, the chest was on its back, and there was not enough of us to stand the safe upright again. Finally, in another half hour, I was able to extract another hardened bolt. I then inserted $2\frac{3}{8}$ " x 6" bolts in the door.

Then came the Chrysler Torsion bar to the rescue. I laid the bar against the top of the door between the two bolts, and with a large sledge hitting the top of the door, my son and I snapped the round door counterclockwise. It moved. It had enough momentum to flatten out the sledge marks that I had made around the punched bolt hole on the door. By turning it the opposite way, I had 1" of free movement before I came to the marks and encountered binding. The safe door lumbered to an opening position.

I still had to pick up this heavy door but that proved to be the easiest part of the job. I unscrewed the $2\frac{3}{8}$ " bolts, and using the chain from my Lee rig and torsion bar, I chained the bar to the door, and my son and I easily lifted it off. The customer was happy. I was happy and tired. Next time I will charge an hourly rate and a drill bit attrition rate instead of a flat rate to open one of these "Monsters from Hell." Open and prosper. ■

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